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Automotive News

June 16, 1986

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MITI would curb exports to Europe

By Francis J. Gawronski
TOKYO BUREAU CHIEF

TOKYO — The Ministry of International Trade and Industry plans to instruct Japanese automobile manufacturers to curtail car exports to Common Market countries in an effort to head off possible friction over automotive trade.

Japanese auto exports to the Common Market have been increasing since September because the yen's appreciation against European currencies has been slower than against the U.S. dollar.

Because of the increase in shipments to the Common Market, especially since the beginning of this year, MITI said it will make the request for the restriction in the near future.

According to MITI officials, car shipments to the Common Market in January-April of this year totaled some 387,000 units, an increase of 36 percent

see JAPAN, page 67

AUTOMOTIVE NEWS/JOE WILSEMS

A new Mercedes?
Well, not a new model but a new exhibition, entitled "The First Century." It's now in full swing at Henry Ford Museum, Dearborn, Mich. Handling the controls of a replica of Karl Benz's first three-wheeled auto is Walter Bodack, president of Mercedes-Benz of North America. **More from Bodack and the exhibit, Page 2.**

1986 hikes by Japanese are $1,331

By John K. Teahen Jr.
SENIOR EDITOR

A steady procession of increases on 1986 models has boosted U.S. prices of the leading Japanese cars an average of $1,331, or 13.87 percent since last fall, an Automotive News analysis discloses.

The study involved Toyota, Nissan, Honda and Mazda. Each has raised prices four times since the end of the 1985 model year. Stickers went up at introduction time last September. They rose again in December and in March. Honda started the latest round in May and the others followed in June.

Here are the increases for Japan's Big Four:

Toyota, $1,358, or 14.13 percent.
Nissan, $1,339, or 12.49 percent.
Honda, $1,199, or 14.49 percent.
Mazda, $1,408, or 15.62 percent.

Those figures are based on an arithmetical comparison of current prices and those of corresponding models at the end of the 1985 season. There was no allowance for equipment additions.

The Japanese boost of $1,331 is far higher than the Automotive News estimate of $726 for domestic cars since the end of the 1985 model year. General Motors is responsible for much of the domestic boost. Automotive News estimates that GM has raised its prices an average of $950 on 1986 cars.

Estimates for the other domestics are: Ford Motor Co., $375; Chrysler Corp., $320; and American Motors, $208. Ford, Chrysler and AMC did not play follow-the-leader when GM hiked prices in April. GM's April bump averaged about $400.

The Japanese blame their price increases on the appreciation of the yen against the dollar. The exchange rate was about 240 yen to the dollar last summer. It was 166 last Wednesday.

Nissan completed the June round of price hikes for Japan's Big Four last week by adding an average of $313, or 2.8 percent, to its car prices. Truck prices went up $147, or 1.7 percent, and the combined car-truck average was $267, or 2.5 percent.

Increases ranged from $50 to $200 on Sentra, $300 to $350 on Stanza wagons and $500 to $550 on Maxima. The sporty models showed hikes of $100 for the 300-ZX, $400 for the Pulsar and $400 to $500 for the 200-SX.

The Stanza E four-wheel-drive wagon and the recently introduced 1987 Stanza sedans were unchanged.

Elsewhere, Suzuki added an average of 4.9 percent to the prices of its Samurai 4wd sport/utility vehicles. The base model went up $200, to $6,895, and the hardtop unit rose $235, to $7,100.

ANALYSIS

Ford, Volkswagen discuss cooperation in Brazil, Argentina

By Rik Turner
and Dave Zeis
AUTOMOTIVE NEWS STAFF

Ford Motor Co. and Volkswagen AG announced last week that they have entered discussions that could lead to some consolidation of the two companies' subsidiaries in Brazil and Argentina.

Such an agreement likely would center around the exchange of the idle capacity in each of the two subsidiaries' car and truck manufacturing operations. But discussions also involve the possibility of Ford supplying truck engines to Volkswagen in exchange

see BRAZIL, page 67

GM cancels automation contracts

By Michelle Krebs
FINANCIAL EDITOR

General Motors has canceled contracts for automation equipment for its upcoming GM10 program.

The cancellations apparently are part of a general capital budget reduction being implemented by the automaker.

Robotic Vision Systems Inc. said last week it had received cancellation notices from GM for two vision-guided welding systems.

The equipment had been ordered in March for the massive GM10 program in a contract worth $2.4 million.

RVSI said it understood that GM canceled the contract because of GM's general cutback in its capital spending budget. The cancellations are not related to the performance of RVSI or its equipment, the company said.

Automatix Inc., of Billerica, Mass., also received contract cancellation notices from GM for $1.3 million worth of automation equipment used in glass inspection and glass loading.

Automatix also said the cancellation was the result of a reduction in capital spending.

GM owns 18 percent of RVSI and has an option for a minority position in Automatix.

The stock prices of both companies plunged sharply after the cancellations were announced.

GM officials have denied repeatedly in recent weeks that GM is scaling back its aggressive automation plans. Industry observers have said GM was cutting back on automation, partly because of the problems it was encountering with automation equipment at its Buick City and Detroit-Hamtramck plants.

GM President F. James McDonald told members of the Detroit Auto Writers Group last week that GM was not backing off from its automation plans.

In an interview with Automotive News a week earlier, David Campbell, vice president and director of manufacturing for the Chevrolet-Pontiac-GM of Canada Group, said no cuts in technology have been made. He said the automation would be phased in.

Malaysian auto is caught between success, failure

By Mariane Gualden
SPECIAL CORRESPONDENT

KUALA LUMPUR, Malaysia — One year ago, Malaysian Prime Minister Mahathir Mohamad pushed a button to start the assembly line for the country's first car, the Proton Saga.

He told an audience of 2,000 that the duck-tailed car bearing the country's emblem must sell in large volume or "suffer a big loss."

Today, industry observers say, Mahathir's warning is beginning to sound grimly prophetic. The Proton Saga is caught somewhere between success and failure, causing concern for government planners who hoped its production would be a major first step toward industrialization for this small, developing country.

The car project is a joint venture among the government-run Heavy Industries Corp. of Malaysia, which owns 70 percent, Mitsubishi Motors Corp. and Mitsubishi Corp., the Japanese company's trading section.

—If Malaysia wins its gamble in producing the car, it hopes to follow Japanese, Korean and other carmakers into First-World markets. But economists, auto industry executives and other governments are watching the production of the Proton Saga, fearing it will bury Malaysia in a mountain of foreign debt from which it cannot extricate itself.

Estimates of the ultimate total cost of the car, including reduced duties and taxes plus construction

see SAGA, page 52

PERUSAHAAN OTOMOBILE NASIONAL

Launch of the Proton Saga: Were there seeds of doubt from the start?

UAW slate talks — Page 3
McDonald: Wagon iffy in GM10 plans — Page 6
Domestic stocks dip; Imports up sharply — Page 70

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AMC delays plant decision until autumn

By Richard Johnson
and Mary Connelly
AUTOMOTIVE NEWS STAFF

American Motors' overdue decision on whether and where to build a new North American assembly plant — an issue once expected to be settled in early spring — has been delayed until fall.

The revised timetable likely means AMC will continue Alliance/Encore production in Kenosha, Wis., beyond the planned 1989 buildout.

A plant decision has been set back primarily by negotiations with Chrysler Corp. to build rear-drive standard-sized cars in the under-utilized Kenosha facility.

Negotiations aimed at reducing the 168 production classifications at Kenosha were held last week between AMC and UAW Local 72.

AMC is seeking 35 classifications as part of its effort to gain the Chrysler production. An AMC spokesman said the UAW counter-proposal calls for 46 classifications.

Officials close to various state industrial development proposals made to AMC say they've been told to expect an autumn decision from the company regarding a new plant.

An AMC spokesman said last week that a delay until fall is "possible," but added that a decision "could come sooner."

AMC officials initially said an early-spring decision was necessary in order to set 1990 product plans.

But several factors have upset that timing, including the potential Chrysler manufacturing agreement; a threatened phase-out of the Jeep operation in Toledo, Ohio, unless the union agrees to a concessionary contract by June 30; reported resistance at Renault in France to a new AMC plant in North America; mixed clinic results on possible product successors to Alliance/Encore; and the possibility of a sourcing agreement with an Asian manufacturer.

Though Alliance/Encore was set to be phased out after the conclusion of the 1989 model year, AMC President Joseph Cappy has said the car's life could be extended.

Its successor could be a Jeep rather than a car and could be built at a new plant in Kenosha, Toledo or another state.

AMC could also decide to close all or parts of the Kenosha or Toledo Jeep plants or both, upgrade portions of the facilities or import an Alliance/Encore successor.

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61st year—No. 5132

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UAW says Chrysler Liberty violates pact

By Mary Connelly
DETROIT REPORTER

UAW Local 412 has charged that Chrysler Corp. is violating the national labor contract by excluding the union from the Liberty Project.

The union said 300 people are now working on the innovative project at Liberty's Oakland County, Mich., headquarters but no employees are members of the UAW.

Chrysler has called Liberty its most advanced product development program.

Local 412 charged Chrysler with violating a letter of agreement signed in November as part of national contract bargaining in which the company pledged to involve the UAW in Liberty.

Representatives of the international UAW and Chrysler met last week to discuss the dispute.

Liberty is to Chrysler what Saturn is to General Motors and Alpha is to Ford — a laboratory to test new approaches to design, production, technology, quality and cost management.

Chrysler officials have described Liberty as a "process" but it is expected to result in a new small car and ensure domestic production of those vehicles.

A Chrysler spokesman confirmed last week that discussions are being held with the UAW regarding the "entire situation."

"We don't believe we're in violation of any provision of the contract," Chrysler said.

"There is some bargaining unit involvement in Liberty. Not everything involved with Liberty is out at the Liberty Center," the company added.

Chrysler opened a Liberty Center office in Oakland County at the end of last year.

Dennis Turner, president of the 4,000-member UAW Local 412, which represents 2,300 salaried UAW workers at Chrysler, said the Oakland County Liberty office is staffed by 150 Chrysler management employees and 150 people hired from the Detroit-based engineering firm Creative Industries.

The use of so-called "job shoppers" hired from outside contractors has angered salaried UAW members working at Chrysler's Highland Park, Mich., headquarters, Turner said. Turner said Local 412 represents an estimated 1,800 salaried workers employed on Chrysler's engineering, design and development staffs who are available for the Liberty project.

"We were supposed to be involved in the advanced planning stages of Liberty," Turner said. "Having roughly 300 employees out there is well beyond the planning stages.

"The job shoppers do the same work we do in the design center at Highland Park. That's why we're so mad," Turner said.

"They've taken some of our designers from Highland Park, promoted them to management jobs and put them out at Liberty. They are doing the same job out there they used to do in the union." He declined to specify how many union employees had been promoted.

"We want all the people out there doing the work to be in the union," Turner said. "We are very concerned about the quality of the product. We don't feel job-shoppers are dedicated to quality like the seniority people at Chrysler."

Representatives of the international UAW and Chrysler have met two to three times in the last two months to discuss the dispute, Turner said.

"We invite the UAW's participation in planning a new concept small-car project seeking innovative approaches to product design, engineering and manufacturing — the Liberty Project," says the agreement signed by Chrysler and approved by the UAW.

"To this end, we will explore ways in which the union's role can be expanded beyond its current levels of involvement in all aspects of the project, including future development work."

Turner, who was the national negotiator for Chrysler salaried employees in the 1985 contract talks, also expressed concern that what is happening at Liberty could occur to a greater degree when Chrysler completes its planned new technical center.

CHRYSLER CORPORATION

Insignias: old and new

Chrysler Corp. has changed the graphics and colors used to identify its business operations.

The change is designed to distinguish Chrysler Corp. and its various operating groups and subsidiaries and follows the company reorganization, which became effective June 1.

The Pentastar remains the corporate symbol. The old insignia is shown above; the new one is below. Chrysler Corp. will use gold; Chrysler Motors Corp. will use blue; and Chrysler Financial Corp. and its subsidiaries will use green.

Gulfstream Aerospace will not use the Pentastar but will add the phrase, "A Chrysler Company."

The signatures for the parent company and subsidiaries have been redesigned to give greater emphasis to the names of the subsidiaries.

CHRYSLER CORPORATION

Chrysler, UAW slate talks on Jefferson fate

By Mary Connelly
DETROIT REPORTER

Chrysler Motors and the UAW will begin bargaining a new local labor agreement June 24 aimed at keeping open the aging Jefferson Avenue assembly plant in Detroit.

Chrysler announced last week that it has developed a product plan for the plant but declined to specify the new vehicle.

Speculation has centered on use of Jefferson for truck assembly after the 1987 model year. The plant now builds Plymouth Reliant and Dodge Aries models.

Earlier this spring, Richard E. Dauch, Chrysler executive vice president — manufacturing, cited the need for increased truck assembly capacity because the company's sales ratio of trucks to cars is increasing.

Chrysler said it is seeking a "modern, progressive labor agreement for Jefferson."

Chrysler has sought such agreements at its other plants in exchange for scheduling future product.

Negotiations on a new local agreement will not involve wages and benefits established in the national contract but will center on work rules and job classifications. Chrysler and other automakers are seeking more streamlined manufacturing practices to boost productivity, gain flexibility and save money.

On Jan. 26, members of UAW Local 7 at Jefferson Avenue authorized the union to negotiate a new local agreement in an attempt to save jobs. Any such agreement will have to be voted on by the local membership. Employment at the plant is 4,800.

Keeping Jefferson in operation "depends on the facility becoming more competitive through cooperation among management, labor, local and state governments," Chrysler said.

The UAW and the company are also expected to begin negotiating a new local agreement at Chrysler's Trenton, Mich., engine plant on June 25. Chrysler has said it will build its new V-6 engine at the plant if it can reach a "progressive" pact with the union.

Auto firms find promotion gold in Detroit Grand Prix

By Edward Lapham
MARKETING EDITOR

The international flavor of Formula One racing comes to the home of the domestic auto industry once again next weekend in the form of Detroit Grand Prix V.

And once again, it will be primarily the same group of businesses supporting the June 20-22 event and using it for promotional purposes.

Repeating as major race sponsors are Allied Automotive, Goodyear Tire & Rubber Co., Ford Motor Co., American Motors/Renault and Stroh Brewing Co.

"Support for the event has remained strong," said Robert E. McCabe, president of Detroit Renaissance Grand Prix Inc.

The promotional aspects of the race, which will be seen by 80 million television viewers worldwide, are important to the companies involved, the city of Detroit and the state of Michigan.

Among the auto companies, Ford Motor Co., with a world view of marketing, is again the most active supporter. Lincoln-Mercury Division is sponsoring the Merkur Motor City 100, a Trans Am event, with assistance from Ford corporate and Motorcraft budgets.

AUTOMOTIVE NEWS/JOE WILSEDS

Robert E. McCabe, president, Detroit Renaissance Grand Prix Inc.

The Merkur XR4Ti is pace car for the event and L-M is using a couple of clever tie-ins.

The 16 Detroit-area dealers have been registering customers for the "Merkur Motor City 100 Sweepstakes" to win one of 16 demonstration "hot" laps around the course with Jackie Stewart, Ford consultant and former race driver.

The pace car for the Formula One race is a Ford Mustang GT convertible, so Ford Division is once again an active sponsor. Ford is using a trip to the Detroit Grand Prix as a prize for 100 dealers in a national incentive contest.

Again this year, Chevrolet Motor Division will sponsor the Media Center, display its Performance Center at the Expo and sponsor a lavish pre-race party.

Dodge, carrying the flag for Chrysler Motors, will for the second year sponsor three computer-controlled electronic scoring towers.

AMC/Renault will sponsor the Sports Renault preliminary race.

Volkswagen of America is a sponsor of the Bosch-Volkswagen Super Vee Championship race.

Supplier Goodyear, in addition to being a race sponsor and providing the Goodyear blimp for overhead TV coverage for the CBS telecast, also is running a local ad campaign and special tire sale in conjunction with the event.

Some of the traditional supporters apparently were not quite as gung-ho this year.

"There was some consideration given to dropping sponsorship of the Trans Am race," said an L-M official. "In fact, the decision was all but made at one point.

"I'm glad we didn't though, because it is a natural for the Merkur market."

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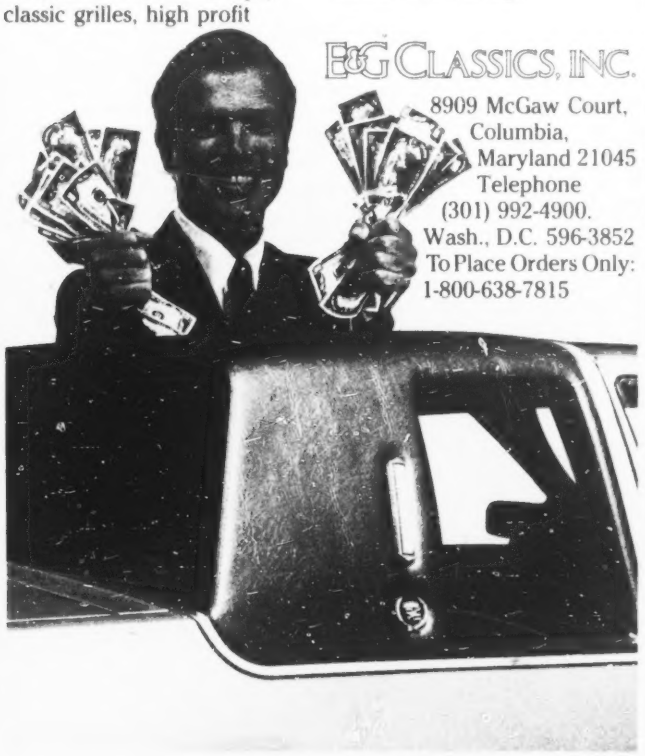

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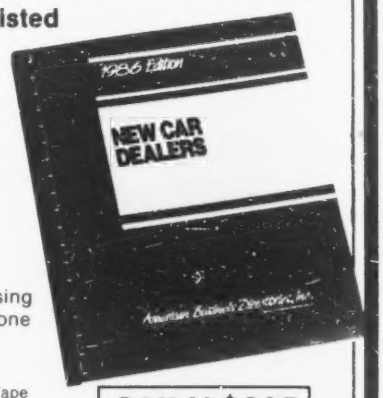

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TRUCK INDUSTRY NEWS

Light trucks lead May sales to record

By Joseph Bohn
TRUCK EDITOR

Led by the light-duty segment, domestic truck sales are back on track toward another calendar-year record.

May sales set a record, the second in a row. They brought the industry's five-month total to within a few thousand units of last year's all-time high.

Light-duty sales provided all the momentum. They set a record for both May and the first five months of the year.

Medium and heavy trucks were off for the month and they year-to-date period.

The industry retailed 435,200 light-duty trucks in May, up 9.1 percent over 398,759 in like 1985, according to manufacturers' reports.

Ford, GMC, Jeep and the imports led the upsurge. Chevrolet and Chrysler sales were off for the month, though not by much.

Ford sales of 127,384 light-duty vehicles in May were up 22.8 percent over last year.

GMC's light duty sales of 29,080 were up 4.3 percent

Jeep sales of 15,978 were up 18.4 percent.

And import sales of 83,887 were up 16.9 percent.

Chevrolet sales of 123,950 were off 1.8 percent.

Chrysler sales of 54,921 were off 1.5 percent.

Ford retailed a total of 131,740 light, medium and heavy trucks in May, up 20.8 percent from a year earlier.

Chevrolet retailed a total of 125,829 trucks, off 2.1 percent.

And GMC retailed a total of 32,572 vehicles, up 4.7 percent.

Manufacturers retailed 3,761 medium-duty trucks in May, down 8.6 percent from 4,113 in like 1985, according to the Motor Vehicle Manufacturers Association.

Within the medium segment, Class 5 sales of 185 were off from 479 last year. Class 6 sales of 3,576 were off from 3,634 last year. No Class 4 sales were reported.

Heavy-truck sales of 18,155 were off 13.5 percent from 20,981 last year.

Within that segment, Class 7 sales of 8,346 were off from 9,117 last year, and Class 8 sales of 9,809 were off from 11,864.

For the five-month period, the industry retailed 1,968,561 trucks, off 1.3 percent from 1,971,081 a year earlier.

Year-to-date light-duty sales of 1,861,901 were up 4.9 percent from 1,852,776 a year earlier, according to manufacturers' reports.

Ford, Jeep and the imports are running ahead of last year in the light-duty segment. Chevrolet, Dodge and GMC are trailing 1985.

Five-month medium-duty sales of 18,721 were off from 19,996 last year.

Within the medium segment, Class 5 sales of 1,551 were up from 1,398; while Class 6 sales of 17,170 were off from 18,598 a year earlier, according to MVMA.

No Class 4 sales were reported.

Year-to-date heavy-truck sales of 87,939 were off from 98,309.

Within that segment, Class 7 sales of 41,877 were up from 40,401 last year; while Class 8 sales of 46,062 were off from 57,908.

MAJOR MANUFACTURERS BY SEGMENT

	May		Year-to-Date	
	1986	1985	1986	1985
Light-Duty	127,384	103,744	531,993	517 908
Medium-Duty	3,490	4,007	16,885	19,423
Heavy-Duty	866	1,283	5,091	6,474
Ford Total	**131,740**	**109,034**	**553,969**	**543,805**
Light-Duty	123,950	126,156	517,156	538,205
Medium-Duty	1,879	2,361	8,304	8,017
Chevrolet Total	**125,829**	**128,517**	**525,460**	**546,222**
Light-Duty	29,080	27,882	126,789	127,258
Medium-Duty	2,912	2,350	14,914	10,840
Heavy-Duty	580	886	3,056	4,809
GMC Total	**32,572**	**31.118**	**144,759**	**142,907**

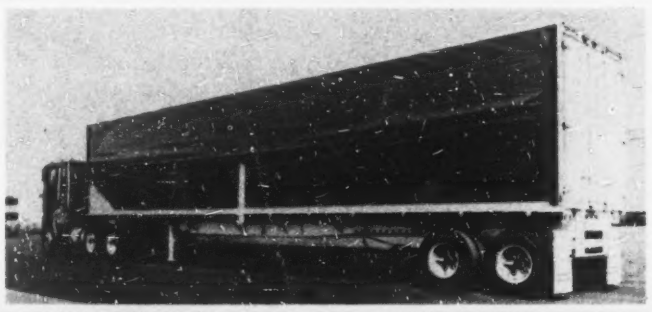
LIGHT-DUTY MAY, YEAR-TO-DATE SALES

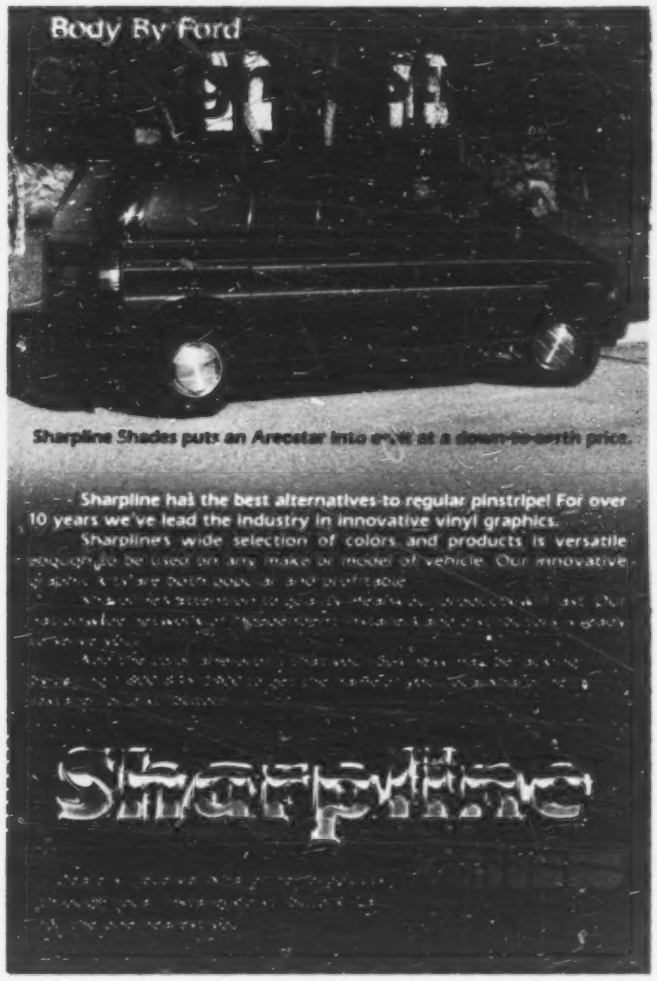
	May		Year-to-Date	
	1986	1985	1986	1985
Vans	16,357	16,291	72,916	82,175
Aerostar	15,177	0	56,224	0
Club Wagon	3,072	3,421	11,847	15,202
Ranger	29,627	16,131	120,421	118,372
Bronco	4,254	4,608	19,739	21,017
Bronco II	9,192	13,314	36,940	45,482
Pickups	49,705	49,979	231,834	235,660
Ford	**127,384**	**103,744**	**531,993**	**517,908**
Vans	14,492	15,938	55,228	68,728
Sportsvan	1,737	2,430	7,433	10,199
Astro	15,939	10,563	62,014	30,080
S-10	21,673	14,407	91,283	102,531
S-10 Blazer	16,532	27,180	66,112	79,691
El Camino	1,986	1,859	9,846	8,547
Blazer	3,938	3,723	17,178	18,329
Suburban	6,481	6,251	23,675	25,314
Pickups	41,172	43,805	184,387	194,786
Chevrolet	**123,950**	**126,156**	**517,156**	**538,205**
Vans	9,154	5,559	31,001	27,483
Ram Wagon	5,047	3,924	18.398	17,461
Voyager	10,625	10,979	49,066	46,177
Caravan	10,827	12,172	50,589	49,094
Mini Ram Van	1,311	2,330	6,569	11,067
Ram 50	7,055	5,629	31,769	31,909
Ramcharger	2.966	3,034	9,374	16,856
Pickups	7,936	12,111	39,336	71,844
Chrysler	**54,921**	**55,738**	**236,102**	**271,891**
Vans	3,611	3,740	15,253	17,292
Safari	3,134	2,321	13,304	6,133
S-15	4,949	3,190	21,399	23,217
S-15 Jimmy	3,713	5,749	15,906	17,667
Jimmy	766	790	3,438	3,625
Caballero	250	219	1,215	1,029
Suburban	1,985	1,608	7,601	7,480
Pickups	10,160	9,812	46,385	47,233
P Model	411	453	1,802	3,582
W-4	110	0	486	0
GMC	**29,080**	**27,882**	**126,789**	**127,258**
Wrangler/CJ	2,787	3,026	14,114	15,373
Wagoneer	896	947	4,239	5,313
Cherokee	8,836	8,500	39,405	36,571
Grand Wagoneer	1,202	737	6,186	5,621
Comanche	2,116	0	12,194	0
J-10/J-20	141	287	640	1,037
Jeep	**15,978**	**13,497**	**76,778**	**63,915**
Toyota	36,532	31,080	154,942	132,649
Nissan	21,164	20,553	93,155	116,878
Mazda	15,206	11,343	59,630	42,631
Isuzu	3,865	7,094	34,543	30,297
Mitsubishi	2,684	1,672	14,190	11,144
Suzuki	4,436	0	16,623	0
Imports	**83,887**	**71,742**	**373,083**	**333,599**
Industry Total	**435,200**	**396,759**	**1,861,901**	**1,852,776**

*Nissan includes domestically-built units in Tennessee.

Sidewinder aims at just-in-time delivery

Fruehauf's new Sidewinder Express Van trailer opens quickly for complete side access. Designed for carriers servicing manufacturers who use just-in-time management systems, the Van can be opened, unloaded, reloaded with empty containers and closed in eight minutes.

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IMPORT REGISTRATION SHARES IN U.S.

	MARCH					THREE MONTHS				
	Regis., March, 1986	Percent Share of Market	Regis., March, 1985	Percent Share of Market	Pct. Pt. Change '86 vs. '85		Regis., 3 mos., 1986	Percent Share of Market	Regis., 3 mos., 1985	Percent Share of Market	Pct. Pt. Change '86 vs. '85
Honda	48,751	18.79	43,628	19.68	−0.89	Honda	142,360	18.41	124,487	19.85	−1.44
Nissan	41,044	15.82	40,960	18.48	−2.66	Toyota	128,407	16.61	119,471	19.05	−2.44
Toyota	38,720	14.92	40,164	18.12	−3.20	Nissan	127,003	16.42	114,408	18.24	−1.82
Mazda	21,180	8.16	15,538	7.01	+1.15	Mazda	63,730	8.24	40,708	6.49	+1.75
VW	16,187	6.24	14,482	6.53	−0.29	VW	47,662	6.16	38,893	6.20	−0.04
Subaru	15,286	5.89	11,173	5.04	+0.85	Subaru	47,252	6.11	34,746	5.54	+0.57
Volvo	9,030	3.48	8,365	3.77	−0.29	Volvo	25,379	3.28	23,931	3.82	−0.54
Mercedes	7,675	2.96	7,442	3.36	−0.40	Mercedes	23,708	3.06	20,908	3.33	−0.27
Spectrum	7,573	2.92	--	--	-- --	BMW	20,019	2.59	19,300	3.08	−0.49
BMW	6,889	2.65	7,127	3.21	−0.56	Colt/Vista	18,063	2.34	--	--	−0.00
Audi	--	--	5,787	2.61	−0.00	Audi	--	--	16,371	2.61	−0.00
Others	47,152	18.17	27,003	12.19	+5.98	Others	129,766	16.78	73,914	11.79	+4.99
TOTAL	259,487		221,699			TOTAL	773,369		627,137		
Share of U.S. Total		30.60		23.92	+6.68	Share of U.S. Total		29.94		25.20	+4.74

Numbers for Oldsmobile from manufacturers' sales records.

Imports take peak 30 pct. of registrations in March

By Jenny L. King
DETROIT REPORTER

In March, imports claimed their largest share of total U.S. registrations so far this year, adding 6.58 percentage points to their year-ago market penetration.

The imports' share of 30.60 percent was a record for March and the best for 1986.

Figures from R.L. Polk & Co. showed import registrations climbing 17.04 percent year to year, to 259,487 from 221,699 in 1985. The imports' market share expanded to 30.60 percent from 23.92 percent as registrations of domestic cars failed to increase.

The top 10 imports for March dropped to 81.83 percent of the import total from 87.81 percent a year earlier. Chevrolet Spectrum moved into the top 10, displacing Audi.

First-quarter import registrations were up 23.32 percent, to 773,369 from 627,137 last year. Their market share increased to 29.94 percent from 25.20 percent.

Honda, whose total includes U.S.-built and imported cars, remained the top make.

Japanese-built cars were off year to year in March, slipping to 67.39 percent of the total from 70.00 percent last year. West German cars represented 13.20 percent, U.S.-assembled imports were 10.53 percent and Swedish cars had 4.89 percent of the month's total. The breakout by country of origin included:

	March, 1986	March, 1985
Japan	174,858	155,196
West Germany	34,265	30,739
United States	27,329	19,568
Sweden	12,694	11,591
Korea	4,787	0
Great Britain	1,848	1,613
Yugoslavia	1,709	0
France	1,379	2,417
Italy	618	575
TOTAL	259,487	221,699

For the first quarter, Japanese penetration of the import total dipped to 70.03 percent from 71.13 percent a year ago. West German products were down to 12.99 percent from 13.57 percent and U.S. products grew to 9.56 percent from 9.10 percent. R.L. Polk considers Honda, Nissan and Volkswagen cars built in this country as imports.

	3 Mos., 1986	3 Mos., 1985
Japan	541,610	446,106
West Germany	100,444	85,123
United States	73,898	50,779
Sweden	35,670	32,711
Yugoslavia	6,013	0
Great Britain	5,148	4,495
Korea	4,921	0
France	4,085	6,416
Italy	1,580	1,505
TOTAL	773,369	627,137

Imported-truck registrations were up 3.41 percent March to March. This year's total was 81,878 compared with 79,178 in 1985. A breakout for the major truck importers follows:

	March, 1986	March, 1985
Toyota	31,071	29,436
Nissan	18,773	22,864
Mazda	10,550	9,063
Isuzu	7,752	--
Dodge Ram 50	--	6,441
Others	13,732	11,374
TOTAL	81,878	79,178

Truck registrations during the first quarter of the calendar year climbed 3.57 percent, to 232,555 from 224,538. Individual numbers included:

	3 Mos., 1986	3 Mos., 1985
Toyota	92,715	82,907
Nissan	48,859	67,109
Mazda	29,343	26,011
Isuzu	21,445	--
Dodge Ram 50	--	17,678
Others	40,193	30,833
TOTAL	232,555	224,538

MARKET SHARES

MARCH
1986 VS. 1985

Make	1986 Market Share	1985 Market Share	Pct. Pt. Change '86 vs. '85
Chevrolet	14.53	14.33	+0.20
Ford	12.51	13.55	−1.04
Oldsmobile	9.70	9.63	+0.07
Pontiac	7.64	6.65	+0.99
Buick	6.75	8.07	−1.32
Honda	5.51	5.00	+0.51
Toyota	4.97	4.80	+0.17
Nissan	4.92	4.60	+0.32
Mercury	4.31	5.09	−0.78
Dodge	3.59	4.60	−1.01
Chrysler	3.05	3.27	−0.22
Plymouth	3.05	3.81	−0.76
Cadillac	2.74	2.69	+0.05
Mazda	2.47	1.63	+0.84
VW	1.85	1.56	+0.29
Subaru	1.83	1.40	+0.43
Lincoln	1.42	1.68	−0.26
Volvo	0.98	0.96	+0.02
Mercedes	0.92	0.84	+0.06
BMW	0.77	0.78	−0.01
AMC	0.77	1.43	−0.66
Colt/Vista	0.70	--	-- --
Audi	--	0.66	-- --
Other Imports	5.02	2.97	+2.05
Misc. Dom.	0.00	0.00	−0.00
TOTAL	2,582,875	2,488,617	

Based on new-car registrations from R. L. Polk & Co. Oklahoma from manufacturers' sales records.

TOP CARS

U.S. registrations for three months of 1986. Oklahoma numbers from manufacturers' sales records.

1986 Position		Make	1985 Position
1	375,168	Chevrolet	356,662 — 1
2	323,056	Ford	337,224 — 2
3	250,587	Oldsmobile	239,676 — 3
4	197,274	Pontiac	165,383 — 5
5	174,402	Buick	200,945 — 4
6	142,380	Honda	124,487 — 7
7	128,407	Toyota	117,471 — 8
8	127,003	Nissan	114,408 — 9
9	111,384	Mercury	126,606 — 6
10	92,824	Dodge	114,375 —10
11	78,781	Chrysler	81,425 —12
12	78,672	Plymouth	94,854 —11
13	70,799	Cadillac	66,923 —13
14	63,730	Mazda	40,708 —15
15	47,662	VW	38,893 —16
16	47,252	Subaru	34,736 —18
17	36,603	Lincoln	41,769 —14
18	25,379	Volvo	23,931 —19
19	23,708	Mercedes	20,908 —20
20	20,019	BMW	19,300 —21
21	19,930	AMC	35,583 —17
22	18,063	Colt/Vista	— ——
——	—	Audi	16,371 —22
	129,766	Other Imports	73,914
	26	Misc. Dom.	55
	2,582,875	TOTAL	2,488,617

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.
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Chrysler seeks tariff break for Syracuse

By Geoff Sundstrom
WASHINGTON REPORTER

WASHINGTON — Chrysler Corp. wants special tariff treatment for its transmission manufacturing plant near Syracuse, N.Y., according to the Commerce Department's Foreign-Trade Zones Board.

The board is expected to approve Chrysler's request.

Chrysler said lower tariffs on foreign parts used at the plant would improve the company's international competitiveness. The Chrysler plant manufactures and distributes manual transmissions. It employs 3,000 persons.

Chrysler asked the Foreign-Trade Zones Board to create a special foreign-trade subzone for the transmission plant, operated by Chrysler's New Process Gear Division.

Foreign-trade subzone status allows manufacturers to pay lower tariffs on imported components if they are assembled into finished goods within the zone. If the finished product is exported, the manufacturer pays no duty.

The duty rate for transmission components ranges from 3 percent to 11 percent. The duty rate for finished autos is 2.6 percent.

Chrysler said approximately "1 to 2 percent of the components used are purchased abroad, including cases, bearings, gears and synchromesh rings." Some complete transmissions and transaxles are also imported, Chrysler said.

Transmissions shipped to Chrysler's U.S. car plants would be subject to the duty for finished autos, because Chrysler's domestic plants are themselves covered by foreign-trade subzones.

Japanese CVT will beat Europeans to market

By Richard Feast

A Japanese auto maker will beat two European companies to market with production versions of the continuously variable automatic transmission developed by Netherlands firm, van Doorne Transmissie.

Starting this month, Fuji Heavy Industries Ltd., Japan, will be able to offer its Subaru Justy automobile with a locally made CVT. Meanwhile, Ford of Europe and Fiat Auto S.p.A. are still struggling to bring their products to market this year.

During the first year, Subaru CVT sales will be limited to Japan. After that, exports will be allowed under terms of an agreement reached with van Doorne.

All this is of great concern to Ford and Fiat, each of which expected to be first to bring out a CVT car nearly two years ago. They now have to accelerate their programs in order to beat Subaru to market, at least in Europe. Their present tests involve transmissions made under semi-production conditions, an improvement over the handmade components used in early development work.

CVT is a stepless automatic transmission for front-wheel-drive cars. Lighter and simpler than conventional automatics, it is said to provide fuel economy as good as a manual transmission's. If so, it could ignite a revolution in transmission design.

The system has been a long time arriving. The story of its development is one of the most convoluted in recent automotive history, mostly because of van Doorne's secrecy.

No outsiders have been allowed inside van Doorne's premises, despite the fact that a considerable amount of public money has been sunk into the project by the Dutch government. The company has no official spokesperson, and its executives maintain a low profile.

The history of van Doorne Transmissie dates back to 1972 and indirectly originates with the little Daf cars introduced in 1959 with rubber-belt automatic transmissions. The company has seemed constantly short of capital. In 1984, when a West German component supplier tried to have the company declared bankrupt because of money it was owed, the Dutch state stepped in with additional financial aid.

Starting this month, Fuji Heavy Industries, Japan, will offer its home market a locally made continuously variable transmission in its Subaru Justy model (above).

In the mid-'70s there were legal skirmishes between van Doorne and the car company that eventually would take a financial interest in it — Volvo. The Swedish company believed it had acquired van Doorne patents when it took control of Daf. But rights to the transmission were held by VADO, family holding company of the van Doornes, who founded the Daf car and truck business.

More recently, Fuji's threat of legal action, for non-delivery of promised components, spotlighted van Doorne's key weakness: inadequate planning to produce in volume the precision components that are the guts of the CVT — its pulleys and steel belts.

As part of the settlement between van Doorne and Fuji, the Japanese company was granted a license to manufacture its own components rather than buy them from the Dutch firm.

By the end of 1984, van Doorne had $30 million worth of orders for CVT systems, and no factory or machinery with which to make them. That led to van Doorne's complete restructuring last year, which followed the departure in March 1984 of managing director Richard Hamstra Pik.

The latest financial crisis was resolved last November. After more than six months of negotiation, Borg-Warner's 24 percent stake in van Doorne, acquired in 1978 and taken over by a reluctant Dutch Economics Ministry near the end of 1984, was assumed by MIP, a Dutch firm.

MIP, which provides risk capital for industry from clearing banks and the government, also took on a portion of the 39.5 percent of van Doorne held by Volvo Car B.V., Holland. These moves were accompanied by a F1 30/$11.7 million increase in share capital and an another F1 20/$7.8 million in long-term loans.

Thus, van Doorne's current shareholders are MIP (49 percent), Fiat Auto (24 percent) and Volvo Car (27 percent). Volvo Car itself has 70 percent of its capital in the hands of various Dutch state enterprises, with only 30 percent owned by Volvo Car Corp., Sweden.

What van Doorne now has is an order for 50,000 of its so-called "vee-belts," to be delivered to Ford which will turn them into complete transmissions at its Bordeaux, France, factory. Ford has invested some $55 million at Bordeaux to make the CVT (which it confusingly calls CTX) and will supply finished units to Fiat, as well as furnishing its own needs.

The van Doorne belts will not be made at the company's Tilburg factory in the Netherlands, where its headquarters are also located. Instead they will be made at a Volvo Car components plant in St. Truiden, just over the border in Belgium.

Ford is expected to use its CTX initially in the Fiesta, although it also has potential in the larger Escort. Fiat will produce the model originally scheduled for introduction in mid-1984, the Unomatic. Fiat displayed prototypes of CVT-equipped Ritmos as far back as 1980.

Still another part of the tangled tale is the fact that Volvo, one of van Doorne's major investors, will not use the system in its new fwd 400 series, whose coupe version appeared at the recent Geneva auto show. The 400 will use a ZF automatic.

When van Doorne was hawking its ideas to auto makers around the world in the 1970s, the concept that emerged was for three different sizes of CVT to be produced by different partners. Fuji was to make the smallest one for engines of around 1.0 liter. Ford's was the middle one for 1.0- to 1.6-liter engines. General Motors agreed to produce a unit for 2.0-liter engines. Van Doorne was to make internal components, and Fuji, Ford and GM's Hydra-matic Division (at Strasbourg, France) were to use them to build complete units.

Another oddity now is that Fiat, an investor in van Doorne, will not be a producer, but prefers to buy the transmissions from Ford.

With Fuji about to launch CVT production on its own and Ford preparing for start-up around November, the unknown factor is GM. Its project is believed to involve electronic controls (rather than mechanical types like Fuji's and Ford's) to improve fuel efficiency. The Dutch press has written about GM using a chain, rather than a belt, supplied by Borg-Warner.

GM has invested around $180 million at Strasbourg, in part to make CVTs. But GM designs in Europe are handled by Adam Opel AG, West Germany. A senior Opel engineer recently confirmed his company's lack of enthusiasm for the CVT principle. Opel is understood to be developing a more conventional automatic with four speeds and lockup. If GM does make CVTs in Europe, it's believed they would be used only in North American-built cars.

Fourteen years after van Doorne was established, its CVTs at last seem destined for production. The next hurdle is the marketplace. Ironically, in Europe, at least, automatic transmissions go into only 5 percent of new cars sold, and most of those are larger, luxury models for which no CVT has yet been developed. It would take a massive swing in buying patterns for Europeans to start specifying automatics in the types of cars where CVTs will first be offered. ■

OVERSEAS PRODUCTION

FRANCE

Cars

	3 mos., 1986	3 mos., 1985
Peugeot SA	380,473	325,695
Citroen	142,116	120,093
Peugeot/Talbot	238,357	205,602
Renault	304,045	365,023
Total	684,518	690,718
Van, trucks, buses		
CBM	12	16
Iveco-Unic	26	32
Peugeot SA	42,932	41,370
Citroen	20,288	18,374
Peugeot/Talbot	22,644	22,996
Renault	75,452	63,273
Sovam	20	25
Total	118,442	104,716
Total vehicles	802,960	795,434

JAPAN

Cars

	3 mos., 1986	3 mos., 1985
Daihatsu	41,296	39,937
Fuji	77,965	57,458
Honda	257,480	222,986
Isuzu	52,121	39,697
Mazda	199,544	199,658
Mitsubishi	153,943	129,812
Nissan	438,796	467,315
Suzuki	66,285	52,047
Toyota	665,113	629,673
Total	1,952,543	1,838,783
Vans, trucks, buses		
Daihatsu	107,816	103,204
Fuji	83,089	76,405
Hino	16,788	14,568
Honda	53,561	40,105
Isuzu	85,219	80,824
Mazda	108,489	89,386
Mitsubishi	150,513	138,785
Nissan	138,822	171,871
Nissan Diesel	8,822	8,834
Suzuki	141,023	112,486
Toyota	256,753	282,630
Others	193	92
Total	1,151,088	1,119,985
Total vehicles	3,103,631	2,957,985

SPAIN

Cars

	3 mos., 1986	3 mos., 1985
Ford	68,991	67,610
General Motors	74,450	74,065
Peugeot SA	43,917	40,026
Citroen	18,743	18,326
Peugeot/Talbot	25,174	21,700
Renault	63,513	61,266
Seat	81,361	85,184
Total	332,232	328,151
Vans, trucks, buses		
Enasa	2,806	2,164
Ford	2,666	1,582
General Motors	161	0
Land Rover	7,229	4,314
Mercedes-Benz	3,228	2,815
Motor Iberica	8,240	6,264
Peugeot SA	22,921	13,757
Citroen	22,885	13,757
Peugeot/Talbot	36	0
Renault	10,199	6,977
Seat	4,158	7,659
Total	61,806	45,577
Total vehicles	394,040	373,728

UNITED KINGDOM

Cars

	2 mos., 1986	2 mos., 1985
BL	79,383	93,723
Austin Rover	76,801	91,801
Range Rover	2,582	2,550
Carbodies	371	374
Ford	39,779	57,457
Jaguar	7,831	7,299
Lotus	109	157
Panther	43	19
Peugeot/Talbot	11,235	12,993
Reliant	28	95
Rolls-Royce	404	319
TVR	84	65
Vauxhall	28,242	27,782
Others	104	102
Total	167,613	200,385
Vans, trucks, buses		
Bedford	8,035	9,028
BL	14,716	15,954
Austin Rover	4,173	4,873
Freight Rover	3,223	3,595
Land Rover	4,824	4,956
Leyland	2,496	2,530
ERF	348	361
Ford	10,105	19,160
Foden	99	109
Hestair Dennis	93	155
MCW	34	89
Reliant	7	17
Renault TI	636	947
Seddon Atkinson	243	262
Others	46	39
Total	34,362	46,121
Total vehicles	201,975	246,506

ITALY

Cars, light vans

	12 mos., 1985	12 mos., 1984
Alfa Romeo	157,625	200,103
Bertone	5,806	4,904
DeTomaso	56	71
Fiat Auto	1,224,266	1,234,415
Autobianchi	99,896	88,292
Ferrari	3,125	2,841
Fiat	993,923	1,040,624
Lancia	127,322	102,658
Lamborghini	249	231
Maserati	5,668	6,180
Nuova Innocenti	15,218	17,151
Pininfarina	1,504	2,578
Sevel	76,058	63,430
Fiat Auto	39,277	31,267
Peugeot SA	36,781	32,163
Total	1,486,450	1,529,083

OVERSEAS REGISTRATIONS

UNITED KINGDOM
Cars

	4 mos., 1986	4 mos., 1985
Alfa Romeo	828	1,115
Austin Rover	112,321	119,753
BMW	13,913	12,770
Daihatsu	1,876	1,711
Fiat Auto	22,506	20,457
Ford	174,310	168,710
FSO	1,711	2,057
GM-Vauxhall	110,362	117,112
Honda	6,896	5,596
Hyundai	2,128	1,748
Jaguar	2,843	3,073
Lada	5,873	4,529
Lotus	171	221
Mazda	6,686	5,111
Mercedes-Benz	7,093	6,858
Mitsubishi	4,286	4,641
Nissan	31,742	31,053
Panther	12	26
Peugeot SA	41,704	36,758
Citroen	11,812	9,209
Peugeot/Talbot	29,892	27,549
Range Rover	1,621	1,219
Reliant	111	117
Renault	24,110	27,086
Rolls-Royce	321	261
Saab	3,522	3,135
Seat	1,985	0
Skoda	3,972	2,943
Subaru	1,037	980
Suzuki	1,533	1,491
Toyota	11,813	10,902
VW-Audi Group	42,101	40,146
Volvo	24,953	22,318
Zastava	2,765	2,520
Others	2,008	1,810
Total	669,133	658,227

SWEDEN
Cars

	4 mos., 1986	4 mos., 1985
Alfa Romeo	319	444
BMW	1,566	1,473
Daihatsu	540	318
Fiat Auto	2,187	2,434
Ford	9,406	11,069
GM-Opel	8,110	10,671
Honda	1,419	1,377
Lada	503	556
Mazda	4,030	3,767
Mercedes-Benz	2,687	3,127
Mitsubishi	718	826
Nissan	4,674	2,806
Peugeot SA	2,090	2,539
Citroen	965	1,135
Peugeot/Talbot	1,225	1,504
Porsche	152	106
Renault	1,100	598
Saab	9,593	11,180
Skoda	48	140
Subaru	476	489
Suzuki	272	254
Toyota	4,318	4,034
VW-Audi Group	10,954	10,370
Audi	3,850	4,057
Volkswagen	7,104	5,813
Volvo	21,428	25,607
Others	15	18
Total	86,615	94,803

JAPAN
Cars

	3 mos 1986	3 mos 1985
Daihatsu	27,085	28,775
Fuji	21,684	22,550
Honda	72,275	64,691
Isuzu	14,624	8,438
Mazda	46,597	52,130
Mitsubishi	42,741	49,986
Nissan	228,204	241,394
Suzuki	16,733	21,268
Toyota	373,197	370,549
Imports	13,988	11,727
Total	859,118	871,508

Vans, trucks, buses

Daihatsu	96,954	88,954
Fuji	63,419	61,745
Hino	11,523	11,778
Honda	48,633	34,484
Isuzu	28,780	30,555
Mazda	40,751	38,511
Mitsubishi	96,954	96,856
Nissan	72,575	78,449
Nissan Diesel	6,713	6,057
Suzuki	109,145	102,941
Toyota	97,021	93,067
Imports	51	34
Total	672,519	646,431
Total vehicles	1,531,637	1,514,939

WEST GERMANY
Cars

	3 mos., 1986	3 mos., 1985
Alfa Romeo	1,640	2,329
Austin Rover	2,753	1,880
Bertone	80	85
BMW	36,086	31,967
Daihatsu	2,711	1,681
Fiat Auto	36,171	28,127
Ford	72,589	54,499
GM-Opel	99,578	92,048
Honda	9,643	7,348
Isuzu	1,374	1,050
Jaguar	454	588
Lada	2,488	1,978
Mazda	19,757	17,598
Mercedes-Benz	76,739	70,697
Mitsubishi	14,149	10,270
Nissan	18,019	13,566
Peugeot SA	31,635	24,098
Citroen	11,958	9,679
Peugeot/Talbot	19,677	14,419
Porsche	3,112	3,136
Renault	22,442	19,462
Saab	1,098	834
Seat	1,061	924
Skoda	753	454
Subaru	3,774	2,820
Suzuki	5,033	5,022
Toyota	21,172	13,760
VW-Audi Group	180,477	159,936
Audi	34,667	33,068
Volkswagen	145,810	126,868
Volvo	4,196	3,288
Others	679	675
Total	669,654	570,120

ITALY
Cars

	3 mos 1986	3 mos 1985
Alfa Romeo	34,827	32,290
Aro	497	414
Austin Rover	7,445	4,093
BMW	5,792	6,812
Ferrari	183	207
Fiat Auto	269,096	254,575
Fiat	223,388	212,221
Lancia/ Autobianchi	45,708	42,354
Ford	19,379	23,777
GM-Opel	17,234	16,224
Hyundai	279	94
Innocenti	3,459	4,200
Lada	361	425
Maserati	773	991
Mercedes-Benz	5,458	5,395
Peugeot SA	35,520	33,669
Citroen	18,871	19,574
Peugeot/Talbot	16,649	14,095
Porsche	171	179
Renault	40,823	52,232
Saab	318	617
Seat	12,222	8,933
Skoda	429	448
VW-Audi Group	43,898	32,502
Audi	3,924	4,666
Volkswagen	39,974	27,836
Volvo	5,205	5,441
Japanese (all)	979	567
Others	313	837
Total	505,861	484,928

THE NETHERLANDS
Cars

	3 mos 1986	3 mos 1985
Alfa Romeo	1,311	1,349
Austin Rover	1,539	1,465
BMW	4,721	4,493
Dacia	39	24
Daihatsu	1,820	1,208
Fiat Auto	13,252	9,691
Ford	19,574	19,727
FSO	39	49
GM-Opel	31,023	31,923
Honda	3,473	3,162
Hyundai	324	553
Jaguar	153	104
Lada	3,306	2,136
Mazda	7,467	5,014
Mercedes-Benz	4,329	3,777
Mitsubishi	4,470	4,176
Nissan	7,287	7,552
Peugeot SA	19,519	15,458
Citroen	9,298	7,487
Peugeot/Talbot	10,221	7,971
Porsche	96	78
Renault	9,764	10,907
Saab	880	877
Seat	1,620	1,906
Skoda	1,265	641
Subaru	1,341	973
Suzuki	4,034	3,363
Toyota	8,303	7,150
VW-Audi Group	17,756	13,944
Volvo	9,008	8,822
Zastava	261	201
Others	78	29
Total	178,092	160,752

BELGIUM
Cars

	3 mos 1986	3 mos 1985
Alfa Romeo	1,035	971
Austin Rover	1,716	1,546
BMW	3,086	2,564
Daihatsu	601	435
Fiat Auto	4,571	3,871
Ford	10,970	9,865
GM-Opel	14,862	13,439
Honda	2,225	2,313
Jaguar	95	83
Lada	3,410	3,605
Mazda	2,885	2,647
Mercedes-Benz	3,719	2,765
Mitsubishi	3,044	2,721
Nissan	5,406	4,505
Peugeot SA	17,406	15,024
Porsche	164	122
Renault	10,875	10,173
Saab	395	367
Seat	1,637	1,146
Skoda	1,092	673
Subaru	892	617
Suzuki	816	682
Toyota	8,754	6,511
VW-Audi Group	18,857	16,025
Volvo	3,200	2,356
Wartburg	278	266
Others	499	612
Total	122,490	105,904

AUSTRIA
Cars

	3 mos 1986	3 mos 1985
Alfa Romeo	478	643
Austin Rover	75	61
BMW	1,762	1,920
Daihatsu	265	134
Fiat Auto	3,870	3,414
Ford	4,926	5,534
GM-Opel	7,408	8,728
Honda	1,257	946
Lada	319	349
Mazda	5,241	4,972
Mercedes-Benz	2,128	2,197
Mitsubishi	1,129	1,192
Nissan	2,608	2,989
Peugeot SA	3,513	3,822
Citroen	1,502	1,944
Peugeot/Talbot	2,011	1,878
Porsche	117	109
Renault	2,511	2,992
Saab	82	68
Seat	297	185
Skoda	190	238
Subaru	990	912
Suzuki	359	332
Toyota	3,708	2,495
VW-Audi Group	11,096	11,609
Audi	1,959	2,873
Volkswagen	9,137	8,736
Volvo	828	826
Others	10	53
Total	55,167	56,720

SOUTH AFRICA
Cars (sales)

	3 mos. 1986	3 mos. 1985
Alfa Romeo	0	1,572
Alfa Romeo	0	588
Daihatsu	0	984
BMW	3,266	3,427
GM-Opel	2,688	4,626
Mercedes-Benz	4,202	5,448
Honda	1,945	2,909
Mercedes	2,257	2,639
Nissan	3,492	4,518
Renault	1,691	2,735
Samcor (Ford)	3,712	5,661
Samcor (MMI)	4,590	6,183
Mazda	3,511	4,523
Mitsubishi	742	771
Peugeot	337	889
Toyota	11,147	13,159
VW-Audi Group	6,981	8,004
Others	20	63
Total	41,789	55,396

Source: MIND

DENMARK
Cars

	3 mos., 1986	3 mos., 1985
Alfa Romeo	180	29
Austin Rover	128	39
BMW	1,035	815
Dacia	124	183
Daihatsu	1,217	473
Fiat Auto	2,499	2,036
Ford	6,548	6,403
FSO	403	528
GM-Opel	9,735	7,241
Honda	968	416
Lada	1,004	1,043
Mazda	5,516	3,462
Mercedes-Benz	325	257
Mitsubishi	1,250	637
Nissan	2,679	1,717
Peugeot SA	3,838	2,225
Citroen	2,660	1,454
Peugeot/Talbot	1,178	771
Porsche	10	0
Renault	311	351
Saab	549	490
Seat	297	0
Skoda	948	1,102
Subaru	169	11
Suzuki	87	118
Toyota	6,654	4,738
VW-Audi Group	4,026	2,780
Audi	320	201
Volkswagen	3,706	2,579
Volvo	1,912	1,595
Wartburg	210	338
Zastava	498	438
Others	9	8
Total	53,128	39,539

IRELAND
Cars

	3 mos 1986	3 mos 1985
Alfa Romeo	21	48
Austin Rover	816	877
BMW	154	153
Daihatsu	186	25
Fiat Auto	1,261	1,131
Ford	2,305	4,670
GM-Opel	2,053	2,641
Honda	276	105
Mitsubishi	514	142
Nissan	1,326	1,352
Peugeot SA	562	612
Citroen	127	123
Peugeot/Talbot	435	489
Renault	935	1,559
Subaru	126	15
Suzuki	273	77
Toyota	3,068	3,465
VW-Audi/Mazda/ Mercedes-Benz	2,803	1,984
Volvo	271	307
Others	372	151
Total	17,922	19,914

FRANCE
Cars

	2 mos 1986	2 mos 1985
Alfa Romeo	2,453	2,597
Aro	47	104
Austin Rover	4,529	3,141
BMW	4,940	3,872
Ferrari	22	15
Fiat Auto	19,891	13,722
Ford	17,738	22,509
FSO	147	270
GM-Opel	14,147	12,731
Honda	1,408	779
Innocenti	142	170
Jaguar	66	39
Lada	2,630	2,864
Maserati	11	14
Mazda	2,982	2,088
Mercedes-Benz	3,352	2,511
Mitsubishi	780	545
Nissan	3,627	1,972
Peugeot SA	93,489	90,817
Citroen	32,988	30,904
Peugeot/Talbot	60,501	59,913
Porsche	270	155
Renault	75,403	78,864
Saab	383	238
Seat	2,939	2,656
Skoda	478	428
Suzuki-Santana	242	2
Toyota	2,328	1,263
VW-Audi Group	17,455	16,708
Audi	3,501	4,124
Volkswagen	13,954	12,584
Volvo	2,963	2,996
Zastava	223	221
Others	5	12
Total	272,140	263,211

SPAIN
Cars

	2 mos., 1986	2 mos., 1985
Alfa Romeo	867	306
Austin Rover	888	384
BMW	672	729
Daihatsu	11	14
Fiat Auto	1,529	1,107
Ford	8,968	11,763
GM-Opel	8,689	10,053
Honda	93	92
Jaguar	28	11
Lada	123	49
Mazda	43	48
Mercedes-Benz	816	675
Mitsubishi	120	41
Nissan	127	136
Peugeot SA	10,860	15,662
Citroen	2,905	5,561
Peugeot/Talbot	7,955	10,101
Porsche	27	41
Renault	20,617	24,774
Saab	36	24
Seat	8,744	11,609
Skoda	52	53
Subaru	5	5
Suzuki	17	51
Toyota	224	219
VW-Audi Group	6,883	5,649
Audi	199	220
Volkswagen	5,684	5,429
Volvo	274	283
Wartburg	111	29
Others	58	44
Total	69,836	83,852

SWITZERLAND
Cars

	2 mos 1986	2 mos., 1985
Alfa Romeo	901	947
Austin Rover	376	344
Bertone	14	14
BMW	1,554	1,458
Daihatsu	182	187
Ferrari	17	15
Fiat Auto	3,765	3,120
Ford	3,512	2,809
GM-Opel	5,451	4,981
Honda	1,063	921
Innocenti	16	15
Isuzu	161	78
Jaguar	52	50
Mazda	1,251	991
Mercedes-Benz	1,533	1,094
Mitsubishi	1,297	944
Nissan	1,009	911
Peugeot SA	3,267	2,915
Citroen	1,171	1,087
Peugeot/Talbot	2,096	1,828
Porsche	192	137
Puch	15	23
Renault	2,423	2,223
Rolls-Royce	14	10
Saab	250	164
Seat	414	65
Skoda	21	19
Subaru	1,935	2,192
Suzuki	494	520
Toyota	2,977	1,889
VW-Audi Group	6,289	6,108
Audi	1,906	2,318
Volkswagen	4,383	3,790
Volvo	805	637
Others	69	56
Total	41,319	35,837

Lennox succeeds Smith as MVMA chairman

DETROIT — Donald D. Lennox, chairman and chief executive of Navistar International Corp., has been elected chairman of the Motor Vehicle Manufacturers Association. He succeeds Roger B. Smith, chairman and chief executive of General Motors, for the one-year term, effective July 1.

Lee A. Iacocca, of Chrysler Corp., and Donald E. Petersen, of Ford Motor Co., were elected vice chairmen. Each is chairman and chief executive of his company.

Joseph E. Cappy, president and chief executive of American Motors, was elected treasurer, and Smith was elected secretary.

Thomas H. Hanna, MVMA president and chief executive, was reelected.

Elected to three-year terms on the MVMA board of directors were Howard H. Kehrl, vice chairman, GM; Robert A. Perkins, vice president, Washington office, Chrysler; Will Scott, vice president, government relations, Ford; Neil A. Springer, president and chief operating officer, Navistar; and Cappy and Hanna.

Soichiro Irimajiri, president of Honda of America Manufacturing Inc., was elected to a one-year term.

Other directors who will continue on the board are: Bjorn Ahlstrom, president and chief executive, Volvo North America Corp.; Iain M. Anderson, executive vice president, finance and administration, Volkswagen of America; Betsy Ancker-Johnson, vice president, Environmental Activities Staff, GM; and Jose J. Dedeurwaerder, vice chairman, AMC.

Also, Gerald Greenwald, chairman, Chrysler Motors; F. James McDonald, president and chief operating officer, GM; Noel Phillips, president and chief executive, VWoA; Harold A. Poling, president and chief operating officer, Ford; and Marvin Stucky, vice president, civic and governmental affairs, AMC.

Iacocca, Lennox, Petersen and Smith also continue as directors.

The board also appointed Hanna chairman of the Executive Committee. Other members are Ancker-Johnson, Anderson, Perkins, Scott, Springer and Stucky.

MVMA members are American Motors; Chrysler Corp.; Ford Motor Co.; General Motors; Honda of America Manufacturing Inc.; AM General Division of LTV Aerospace and Defense Co.; M.A.N. Truck and Bus Corp.; Navistar International Corp.; PACCAR Inc.; Volkswagen of America; and Volvo North America Corp.

AUCTION DATES

American Motors

June 17 — D-A Auto Auction, New Stanton, Pa., and Aptco Auto Auction, Taylor, Mich.

June 18 — Kansas City Auto Auction, Kansas City, Mo., and Metro Milwaukee Auto Auction, Caledonia, Wis.

June 19 — Evansville Auto Auction, Evansville, Ind.; Northway Exchange Inc., Clifton Park, N.Y.; and Minneapolis Northstar Auto Auction, Shakopee, Minn.

June 24 — High Point Auto Auction, High Point, N.C.

Chrysler Corp.

June 17 — Dallas Hail Sale, Grand Prairie, Tex.; NuCarPrep System, Sante Fe Springs, Calif.; and Florida Auto Auction of Orlando, Ocoee, Fla.

Used Car Sales
Auction Averages

June to date	$5,172
Month ago	$5,134
Year ago	$5,333

June 18 — Southern Auto Auction, Warehouse Point, Conn.; Columbus Fair Auto Auction, Obetz, Ohio; and South Seattle Auto Auction, Kent, Wash.

June 19 — Fredericksburg Auto Auction, Fredericksburg, Va.

June 20 — Floyd Hauhe Auto Auction, Bridgeton, Mo.

June 24 — Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Golden Gate Auto Auction, Fremont, Calif. (tentative)

Ford Motor Co.

June 18 — Lakeland Auto Auction, Lakeland, Fla., and Brasher's Southern California Auto Auction, Fontana, Calif.

June 19 — Aptco Auto Auction, Taylor, Mich.; Denver Auto Auction, Englewood, Colo.; Skyline Auto Exchange, Fairfield, N.J.; and 166 Auto Auction, Springfield, Mo.

Model Breakdown
Auction Averages

	JUN., 1986	MAY., 1986	APR., 1986
1986	$11,545	$11,292	$11,490
1985	$8,606	$8,650	$8,803
1984	$6,368	$6,384	$6,363
1983	$5,528	$5,516	$5,515
1982	$4,369	$4,361	$4,308
1981	$3,412	$3,423	$3,458
1980	$2,567	$2,560	$2,516
1979	$2,199	$2,195	$2,193
Overall Average	$5,172	$5,143	$5,093

June 24 — South Seattle Auto Auction, Kent, Wash.

June 25 — Columbus Fair Auto Auction, Obetz, Ohio, and Clanton's Auto Auction, Darlington, S.C.

General Motors

June 17 — Southern Auto Auction, East Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

June 18 — Clanton's Auto Auction, Darlington, S.C.; Indianapolis Auto Auction, Indianapolis; and Hatfield Auto Auction, Hatfield, Pa.

June 19 — Butler Auto Auction, Gibsonia, Pa.; Aptco Auto Auction, Taylor, Mich.; and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nissan

June 19 — Nashville Auto Auction, Nashville

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European car sales heading for record 11-plus million

By Richard Feast
EUROPEAN EDITOR

LONDON — In the wake of falling oil prices, Western European new-car demand this year will reach record levels — in excess of 11 million units.

By the end of May, sales were up 7.5 percent to nearly 5.14 million. The industry expectation is that the year-end increase will be on the order of 5 percent above last year's record of 10.64 million.

All but three of the 16 countries in Western Europe registered advances, the most important of which was West Germany's gain of 180,000 units and more than 17 percent. But the most notable aspect of the preliminary statistics circulating within the industry is the widespread nature of the trend.

National markets hardly ever act in European unison, as local circumstances vary greatly.

"The stimulation comes from the drop in oil prices, which has allowed governments to reduce interest rates," said Ian Robertson of the Economist Intelligence Unit. "One couldn't expect this from a cyclical point of view."

John Lawson, of DRI Europe, agreed, adding, "The consumer outlook has brightened since the fall in oil prices. Everyone feels better off."

The price of a barrel of oil has halved to about $15 since the second oil shock. Stock prices across Europe are up, in anticipation of improved company profitability from lower energy prices and borrowing costs.

The market in West Germany, the largest in Europe, is distorted to some extent because it contrasts with the trough over the two previous years caused by the emissions debate in the country. As the uncertainty over exhaust regulations cleared toward the end of last year, market confidence began to return.

Thus, the pace of Germany's early increase — 17.1 percent in the first five months — is unlikely to be maintained by the end of the year. And after some time in the doldrums, sales in the country are effectively returning only to normal levels.

Italy (up 4.4 percent) and the United Kingdom (up 1.7 percent) continued to climb despite record sales in each country last year. French buyers took delivery of 4.3 percent more cars than in the opening five months of last year, signaling a belated recovery after a considerable period of sluggish sales.

The next most important markets — the Netherlands, Spain and Belgium — advanced similarly.

Indeed, the only countries which failed to fall in line with the overall trend were Sweden and the small Irish and Greek markets.

The Irish industry association attributed it to continuing high taxation — on a personal level, on gasoline prices and on car retail prices. Combined taxation on cars up to 2 liters in the country is 41.7 percent; over 2 liters it is 44.7 percent.

Similarly, new Greek government taxation on cars has "destroyed the market," in the words of one automaker.

In Sweden, new-car sales are now in line with expectations, following the unprecedented boom in the first half of last year in anticipation of tax increases in June and a shortening of credit repayment periods.

At the end of May, consolidated sales of the Volkswagen group — including its newly acquired Seat company and the more usual Audis — were well ahead of the field with shares of 14.6 percent and 750,800 units. Even without Seat's 1.4 percent market share, it would be in advance of Fiat Auto's 12.9 percent and 661,400.

Both groups gained in market share thanks to sales gains greater than the overall 7.5-percent advance. By contrast, Ford, General Motors (Opel/Vauxhall), and PSA (Peugeot-Citroen) gained sales but lost market share.

Renault's plunge continued despite some aggressive pricing which has been sharply criticized by senior officials at PSA and Fiat. By the end of May its slice was below 10 percent and little more than 500,000 units. While the market went up on a broad front, Renault sales were off 3.9 percent.

Japanese makers are on course to break last year's record sales — possibly by as early as October. By the end of May, their combined sales were up 21.5 percent to 605,500, giving them a market share of 11.8 percent.

Most of the advance came in West Germany, where they gained almost 30 percent compared with the overall German marked increased a little more than 17 percent. In the first five months, the Japanese portion of the German cake was 14.4 percent and nearly 178,000 units.

Toyota maintained its slight advantage over Nissan in total European sales — 151,400 units to 148,000.

The news that Japan's Ministry of International Trade and Industry has asked its automakers to slow down car shipments to Europe has been welcomed here.

How the markets changed

	Jan.-May 1986	Jan.-May 1985
Austria	112,900	112,400
Belgium/Lux.	205,100	192,200
Denmark	85,700	70,000
Finland	68,800	63,900
France	788,400	753,900
Greece	23,800	31,200
Ireland	29,500	32,800
Italy	864,400	827,700
Netherlands	292,400	262,400
Norway	82,700	61,200
Portugal	40,200	37,100
Spain	236,700	233,900
Sweden	109,300	115,300
Switzerland	139,700	123,100
United Kingdom	822,000	807,900
West Germany	1,236,800	1,056,600
Total	5,136,400	4,781,600

Manufacturers' market shares

	Jan.-May 1986	Jan.-May 1985
Alfa Romeo	1.6	1.6
Austin Rover	3.6	3.8
BMW	2.6	2.6
Fiat Auto	12.9	12.7
Ford	11.6	11.7
GM-Opel/Vauxhall	11.4	11.7
Japan (all)	11.8	10.4
Mercedes-Benz	3.6	3.6
Peugeot SA	11.2	11.5
Renault	9.8	11.0
VW Group*	14.6	14.1
Volvo	2.4	2.4

*Includes Seat
Industry sources

JAPAN FROM PAGE 1

over the corresponding period a year ago.

According to the figures compiled by the Japan Automobile Manufacturers Association, exports of cars by Japanese automakers to the Common Market in April totaled 93,886 units, an increase of 87.0 percent over the 50,200 units shipped in April 1985.

JAMA said total vehicle shipments to the Common Market in April were 112,442, up 69.1 percent over the 66,485 units exported a year earlier.

Trade figures from the Japanese Foreign Ministry indicate that car shipments to Common Market nations in May totaled $423.7 million, catapulting 167 percent over the year before, while truck-bus exports amounted to $58.9 million, up 119 percent.

MITI officials said the ministry may ask Japanese auto manufacturers to hold exports to the Common Market to about 10 to 15 percent above last year's totals.

The officials also hinted that MITI may simply request the auto firms to limit their exports to whatever figure is acceptable to the Common Market.

It has been reported that the MITI export request stems from an informal warning against rising Japanese imports issued by the EC Commission during the recent Tokyo Summit Meeting.

According to MITI officials, the Common Market called upon Japan to keep its annual car exports at a level that will not rise 10 percent above last year's total, while Japan held out for an increase of 15 to 20 percent in shipments.

According to JAMA's 1985 calendar-year export figure, the Common Market received 800,641 cars, including 9,205 exported to Portugal and another 71 to Spain. The two nations became members of the Common Market in January.

Total vehicle exports to the Common Market in 1985 totaled 995,489 cars, trucks and buses, including 22,146 to Portugal and 384 to Spain.

Toyota Motor Corp. said its exports to the Common Market in the January-April period totaled 101,867 vehicles, up 132.9 over last year.

Nissan Motor Co. said its exports for the period amounted to 137,757 units for an increase of 26.7 percent.

A Toyota spokesman said the company is "talking with MITI about prudent exports to the Common Market, but as yet we have heard nothing specific."

Mitsubishi Motors Corp. shipped 44,132 vehicles to the Common Market in the first four months of this year, up 57.4 percent. Mazda Motor Corp. shipped 97,699 units, an increase of 40.3 percent.

Although Japanese car shipments to the Common Market have been under a monitoring system since 1983, MITI is concerned that the auto trade will ignite another bilateral dispute if the current escalating shipments are left unchecked. Exports of machine tools and other products already have caused friction between Japan and the Common Market.

A MITI official noted that annual growth of auto shipments in excess of 15 percent should be regarded as "torrential exports."

However, MITI officials hinted that the ministry would not request the automakers to set self-imposed quotas of fixed guidelines, as in the case of exports to the United States.

Japan and the Common Market countries are expected to hold regular trade monitoring consultations in September.

West Germany, with 37,372 Japanese vehicle imports in April for a 96.6 percent increase over the same month the year before, is the leading importer among Common Market countries, followed by Great Britain with 23,991 units, up 101.7 percent, and Belgium with 9,932 units, up 58.2 percent.

On the other hand, Spain imported 31 units in April, compared with none the year before. Italy, which has import control policies, received 174 units, a decline of 52.6 percent. France, which also enforces import restriction, received 6,770 vehicles in April, up 20.5 percent.

NADA firms '87 convention plans
The National Automobile Dealers Association has chosen the 3,174-room Las Vegas Hilton as headquarters for its Jan. 31-Feb. 3, 1987 convention and exposition. Announcing the choice, from left, NADA First Vice President Jim Caplinger, President Jim Woulfe and Convention Committee Chairman H.E. "Buddy" Derrick Jr.

47 dealers in top black 100

NEW YORK — The number of automotive dealerships owned by blacks is rising, and successful dealers are expanding into multiple franchises or other businesses.

Black Enterprise magazine, in a feature on the nation's top 100 black businesses, has 47 auto dealers on this year's list. That is the most ever.

Ford Motor Co., with an increase of nearly 70 percent, leads in black dealership appointments, the magazine said.

Despite the increase, the number of black dealerships is still a small fraction of the 5,628 Ford and Lincoln-Mercury dealerships in the United States, the magazine said. But Ford wants to add another 30 minority dealers by the end of 1986, the magazine said.

General Motors, with nearly twice as many dealerships nationwide, has 95 black dealers, and the goal is to have 130 by the end of this year, the magazine said.

Chrysler Corp., it said, doubled its number of black dealers last year from 21 to 42.

OBITUARIES

Robert V. Daly

BLOOMFIELD TOWNSHIP, Mich. — Robert V. Daly, 72, a member of the Automotive Hall of Fame in Midland, Mich., died June 7. He was with General Motors' United Motors Division for 11 years. He also was vice president — marketing, Gulf & Western Industries, and vice president and general manager of parts for Chrysler Corp.'s Mopar Division, leaving to head his own consulting firm. Mr. Daly was vice president — parts and service, Lucas Industries, from 1973 to 1976. He was a member of Lucas' board and was a consultant for Lucas until 1978.

Frank A. Klimoski

HOLYOKE, Mass. — Frank A. Klimoski, 54, co-owner and vice president of Magna Buick, died June 3. He had been associated with the dealership since 1959.

Alvin Shroyer

BIG SPRING, Texas — Alvin Shroyer Sr., 83, an Oldsmobile dealer for more than 50 years, died recently. He established Shroyer Motor Co. in 1932, at its present location. Mr. Shroyer was honored by Oldsmobile in 1984 as one of the two longest-established dealers in the country. He had been a director of the Texas Automobile Dealers Association.

Ossie G. Birkeland

ROCK ISLAND, Ill. — Ossie G. Birkeland, who owned and operated Birkeland Auto Sales here from 1946 to 1978, died May 23. He was 69. He had also owned Greater Tri-City Auto Auction, East Moline, from 1963 to 1978.

Harry Rosenthal

MIAMI — Harry Rosenthal, 83, died here June 11. He was founder of Rosenthal Chevrolet Co., which has grown into a Washington D.C.-based chain of 12 dealerships under his son, Robert M. Rosenthal. The senior Mr. Rosenthal started his first dealership, a Chevrolet franchise, in 1954 after working in the field for the division for 35 years. He retired from the dealership in 1979.

BRAZIL FROM PAGE 1

for automobile engines.

The two-week-old talks do not involve the creation of new production capacity, a spokesman for Ford in Brazil said.

Each of the two automakers has been suffering from idle capacity in some areas, while experiencing critical production shortages in others.

For example, Ford's Brazilian operation has been unable to meet demand for 1.6-liter four-cylinder engines, although it has an oversupply of 2.3-liter four-cylinder engines. Volkswagen is interested in using the 2.3-liter engine for its upcoming Quantum sedan.

Ford is in need of an intermediate four-cylinder engine for its Corcel replacement and is eyeing the 1.8-liter Volkswagen Santana engine.

A consolidation of operations also would make sense from a pure financial standpoint, as both automakers have been posting losses in South America. Meanwhile, both Ford and Volkswagen have begun aggressive campaigns to increase exports from Brazil, which along with a booming local market may be creating a strain on manufacturing operations.

Ford already is marketing a Brazilian-built medium-duty truck in the United States and will begin importing additional truck diesel engines from Brazil by the end of this year.

Volkswagen has said it plans to export about $1 billion worth of products annually from Brazil by the end of the decade. It will supply some 4,000 medium-duty trucks to PACCAR Inc. for distribution in the United States beginning next year and export about 50,000 subcompact cars annually to Volkswagen of America.

Ford employs 24,000 in Brazil and 9,000 in Argentina, operating vehicle assembly plants in Sao Paulo, Brazil, and Pacheco, Argentina.

Volkswagen workers number more than 35,000 in Argentina and Brazil combined. The company has three car and truck assembly plants and two engine plants in Brazil.

INVENTORIES

62-day domestic-car supply is lowest in eight months

By Kathy Boyer
DETROIT REPORTER

June opened with a 62-day supply of new domestic cars in stock, the lowest level in eight months.

Not since Oct. 1, when a 36-day supply was reported, had the days' supply been so low.

A month earlier, the days' supply was 70, and a year earlier the count was 50.

June 1 also marked the first inventory downturn in four months.

Cars in inventory on June 1 numbered 1,866,853, the lowest count since Feb. 1, when a stock of 1,767,086 cars was reported.

The total was 1,945,048 a month ago. A year ago, it was 1,546,188.

A number of factors contributed to the decrease. May sales exceeded April's; there were production cuts in May, and several plants were down for model changeover.

Should this continue, the industry could possibly see the inventory shrink to the ideal days' supply of 55.

The June 1 inventories were split this way: General Motors, 60.02 percent; Ford Motor Co., 21.18 percent; Chrysler Motors, 15.60 percent; American Motors, 1.76 percent; Volkswagen, 1.08 percent; Honda, 0.34 percent; and Nissan, 0.02 percent.

One month earlier, the split was: GM, 60.79 percent; Ford, 20.38 percent; Chrysler, 15.76 percent; American Motors, 1.70 percent; Volkswagen, 1.03 percent; Honda, 0.27 percent; and Nissan, 0.07 percent.

The shares by size class on June 1 were: subcompact, 17.70 percent; compact, 21.79 percent; intermediate, 37.22 percent; standard, 13.23 percent; and luxury, 10.06 percent.

On May 1, the percentages were: subcompact, 17.26 percent; compact, 22.01 percent; intermediate, 38.23 percent; standard, 12.88 percent; and luxury, 9.62 percent.

The month opened with a 61-day supply of subcompacts. Days' supplies by nameplate were: Accord, 10; Sentra, 11; Horizon, 30; Omni, 31; Escort, 48; Lynx, 64; Golf/GTI, 70; Chevette, 73; Daytona, 93; Nova, 94; Fiero, 94; Charger, 94; Turismo, 95; Pontiac 1000, 109; Alliance, 137; Laser, 144; and Encore, 309.

There was a 62-day supply of compacts: Mustang, 45; Sunbird, 48; Firebird, 49; Reliant, 53; Cavalier, 53; Topaz, 55; Camaro, 66; Tempo, 68; LeBaron, 76; Aries, 78; Cimarron, 80; Firenza, 84; Capri, 89; Skyhawk, 133; and Eagle, 148.

The 60-day supply of intermediate was split this way: Grand Am, 18; Sable, 40; Taurus, 41; Cutlass Supreme, 50; Cutlass Ciera, 50; Calais, 55; Marquis, 56; Somerset Regal, 57; LTD, 57; Celebrity, 57; Cougar, 62; Caravelle, 64; Citation, 69; Dodge 600, 72; Pontiac 6000, 76; Monte Carlo, 79; Century, 79; Thunderbird, 80; Bonneville, 92; New Yorker, 96; Regal, 98; Grand Prix, 109; LeBaron GTS, 122; and Lancer, 152.

There was a 66-day supply of standard-sized cars: Plymouth, 44; Grand Marquis, 56; Diplomat, 57; Crown Victoria, 59; LeSabre, 61; Oldsmobile 88, 69; Chevrolet, 73; and Parisienne, 80.

Luxury cars had a 66-day supply: Oldsmobile 98, 48; Cadillac, 55; Lincoln, 59; Corvette, 61; Continental, 67; Mark VII, 72; Fifth Avenue, 76; Electra, 79; Seville, 85; Eldorado, 90; Toronado, 91; Riviera, 153.

NEW-CAR STOCKS

	June 1, 1986	May 1, 1986	June 1, 1985
Alliance	137	134	111
Encore	309	303	108
Total Renault	167	167	109
Eagle	148	153	204
Total AMC	140	153	204
AMERICAN MOTORS	167	166	117
Horizon	30	55	52
Turismo	95	91	48
Reliant	53	66	82
Caravelle	64	75	75
Plymouth	44	53	49
Total Plymouth	50	67	66
Laser	144	133	81
LeBaron K	76	74	72
LeBaron GTS	122	85	50
Cordoba	0	0	0
Fifth Avenue	76	89	82
E-Class	0	0	0
New Yorker	96	89	97
Total Chrysler	92	88	74
Omni	31	58	50
Charger	94	93	54
Daytona	93	92	71
Aries	78	82	91
Lancer	152	95	70
Dodge 400-600	0	0	0
Diplomat	57	45	53
Mirada	0	0	0
Dodge 600	72	88	72
Total Dodge	71	79	68
CHRYSLER CORP.	70	79	69
EXP	0	0	63
Escort	48	55	32
Mustang	45	56	41
Tempo	68	57	48
Taurus	41	44	0
Thunderbird	80	92	73
LTD	57	59	70
Crown Victoria	59	57	87
Total Ford Division	54	58	51
Lynx	64	63	45
Topaz	55	71	55
Sable	40	40	0
Cougar XR-7	62	72	60
Capri	89	127	68
Marquis	56	66	88
Grand Marquis	56	55	93
Total Mercury	56	60	69
Continental	67	70	92
Lincoln	59	58	54
Mark VII	72	65	92
Total Lincoln	61	60	63
Total L-M Division	57	60	67
FORD MOTOR CO.	55	58	56
Skyhawk	133	102	61
Skylark	0	0	37
Somerset Regal	57	89	26
Century	79	87	39
Regal	96	107	59
LeSabre	61	58	46
Electra	79	76	67
Riviera	153	124	78
Total Buick	76	85	46
Cimarron	80	83	73
Seville	85	81	45
Cadillac	55	53	79
Eldorado	90	81	39
Total Cadillac	62	59	61
Corvette	73	77	79
Nova	94	109	0
Cavalier	53	71	23
Citation	69	68	65
Camaro	66	79	61
Celebrity	57	70	36
Malibu	0	0	0
Monte Carlo	79	88	58
Chevrolet	73	87	59
Corvette	61	71	52
Total Chevrolet	65	79	46
Firenza	84	122	79
Omega	0	0	0
Calais	55	79	23
Cutlass Ciera	50	67	31
Cutlass Supreme	50	83	36
Olds 88	69	84	50
Olds 98	48	42	72
Toronado	91	73	93
Total Oldsmobile	57	75	40
Fiero	94	105	41
1000	109	86	35
Sunbird	48	82	21
Phoenix	0	0	0
Firebird	49	51	34
Grand Am	18	24	14
6000	76	84	30
Bonneville	92	106	54
Grand Prix	109	118	63
Parisienne	30	49	56
Total Pontiac	57	65	34
GENERAL MOTORS	63	75	43
VOLKSWAGEN	70	78	50
HONDA	10	9	9
NISSAN	11	9	23
DOMESTIC TOTAL	62	70	50
Subcompact	51	68	46
Compact	62	72	46
Intermediate	60	72	45
Standard	66	69	63
Luxury	66	64	67

Import stocks rise sharply; gain is shared by cars, trucks

IMPORT STOCKS

	June 1, 1986	May 1, 1986	June 1, 1985
Spectrum	123	114	85
Sprint	66	65	66
Chevrolet	96	93	80
Chrysler Corp.	101	66	75
Acura	28	25	0
Honda	9	8	7
Isuzu	237	84	82
Mazda	22	28	20
Mitsubishi	42	37	28
Nissan	40	44	28
Subaru	33	28	22
Toyota	10	13	9
JAPAN	32	32	20
Audi	99	92	70
BMW	37	34	87
Mercedes-Benz	19	18	35
Merkur	62	105	128
Porsche	63	50	56
VW	58	70	51
GERMANY	52	55	59
Alfa Romeo	32	37	26
Hyundai	0	0	0
Jaguar	25	26	23
Peugeot	76	69	85
Renault	245	112	261
Saab	51	46	50
Volvo	62	62	46
Yugo	58	45	0
OTHER COUNTRIES	57	54	46
TOTAL IMPORT CARS	37	38	28
Isuzu	199	66	62
Mazda	35	32	19
Mitsubishi	66	23	41
Nissan*	66	64	34
Suzuki	14	20	0
Toyota	32	39	23
Chrysler	75	80	46
TOTAL IMPORT TRUCKS	51	48	31
TOTAL IMPORT VEHICLES	41	40	29

*Includes domestic trucks

By Kathy Boyer
DETROIT REPORTER

The inventory of new imported cars in the United States on June 1 rose to the highest level in 46 months.

The month opened with a stockpile of 387,911, according to Automotive News estimates. The count hadn't been that high since Aug. 1, 1982, when 429,663 were reported.

On May 1 of this year, the figure was 346,487. It was 297,000 on June 1, 1985.

The latest total represented a supply of 37 days, down from 38 a month ago.

The inventory of new imported trucks on June 1 was the highest for any month since Automotive News began breaking out car and truck inventories in April 1982.

The truck total of 177,788 was almost 21,000 higher than the month-earlier figure of 156,930.

Sales of imported trucks in May were about 12,000 units higher than in April, indicating that the inventory growth is a planned buildup in anticipation of a continuing sales increase.

There was a 51-day supply of pickups on June 1, the highest since Dec. 1, 1983, when a 55-day supply was reported.

On May 1, the figure was 48 days and on June 1, 1985, it was 31.

The combined imported car and truck inventory on June 1 totaled 565,699, the highest since Aug. 1, 1982, when there were 600,632 imported cars and trucks in stock.

On May 1, the combined total was 503,417, and it was 389,815 on June 1, 1985.

The combined days' supply of cars and trucks was 41 on June 1, almost unchanged from May's figure of 40. A year ago, the days' supply was 29.

On June 1, import-car inventories were split this way: Japan, 66.80 percent; Germany, 21.67 percent; and other countries, 11.53 percent.

On May 1, the split was: Japan, 63.20 percent; Germany, 24.41 percent; and other countries, 12.39 percent.

Here are the June 1 days'-supply figures for imported cars by country of origin: Japan — Honda, 9; Toyota, 10; Mazda, 22; Acura, 28; Subaru, 33; Nissan, 40; Mitsubishi, 42; Chevrolet, 96 (including 66 for the Suzuki-built Sprint and 123 for the Isuzu-built Spectrum); Chrysler, 101; and Isuzu, 237.

West Germany — Mercedes-Benz, 19; BMW, 37; Volkswagen, 58; Merkur, 62; Porsche, 63; and Audi, 99.

Domestic-car sales slide again in Canada

By Jenny L. King
DETROIT REPORTER

May sales of new domestic cars in Canada were off 2.22 percent from the year-ago total. It was the third consecutive monthly decline.

Truck sales continued their long, steady climb, up 15.99 percent for the month and 13.95 percent for the year.

New-car sales by the major North American makers totaled 82,527 in May, down 2.22 percent from 84,405 in May, 1985, and down 8.10 percent from 89,801 in April of this year.

General Motors was the only manufacturer to post a May increase, up 8.16 percent, to 41,821 from 38,667 a year earlier. Ford Motor Co. dipped 2.09 percent, to 21,831 from 22,296. Chrysler Corp. plunged 17.29 percent, to 16,551 from 20,010.

American Motors reported sales of 1,594 AMC and Renault products in May, down 40.23 percent from 2,667 a year earlier. Volvo was off 4.58 percent, to 730 from sales of 765.

GM's share of the market was up nearly five percentage points, to 50.68 percent from 45.81 percent in May, 1985. Ford earned 26.45 percent, up slightly from 26.41 percent. Chrysler dropped to 20.06 percent from 23.71 percent. AMC was down to 1.93 percent from 3.16 percent and Volvo dipped to 0.88 percent from 0.91 percent.

New-car sales January through May numbered 348,191, off 2.70 percent from 357,866 last year.

Truck sales of 36,532 in May were up 15.99 percent from 31,497 in the year-earlier month. They included increases for all makers except Chrysler.

On a percentage basis, AMC's gain was the largest, with Jeep sales up 49.90 percent, to 1,571 from 1,048. GM reported sales of 14,839 new trucks, up 27.94 percent from 11,598. Ford was up 14.47 percent, to 13,272 from 11,594, and Chrysler was down 5.61 percent, to 6,850 from 7,257.

AMC earned 4.30 percent of the May truck market, up from 3.33 percent in 1985. GM moved up to 40.62 percent from 36.82 percent. Ford had 36.33 percent, off from 36.81 percent, and Chrysler dropped to 18.75 percent from 23.04 percent.

Year-to-date truck sales were up 13.95 percent, to 152,873 from 134,153.

UAW divorce becomes final

Canadian autoworkers officially divorced the international UAW last week and named their organization.

In a one-day convention in Toronto, autoworkers ratified naming the group the National Automobile, Aerospace and Agricultural Implement Workers of Canada. It will also be known as the Canadian Auto Workers (CAW).

The Canadian action came the week after the UAW met in California for its triennial constitutional convention and officially parted with the Canadians. The split between the two unions occurred some 18 months ago following the 1984 contract talks.

A delegate from Local 222 in Oshawa, Ontario, cast the only dissenting vote among the 318 delegates ratifying the agreement last week.

The CAW has a membership of some 120,000.

A CAW spokesman said the UAW will transfer some $32.4 million to the Canadian union. The money is from the UAW strike fund and also from a separate fund into which Canadian dues had been paid pending the official divorce.

Almost $25.9 million will be earmarked for the CAW strike fund. The remainder is targeted for operating expenses.

At its founding convention last fall, the CAW elected officers of the new union. Robert White is president of the CAW.

Early-June sales rise slightly

Early-June domestic new-car sales were up less than one percent from the year-ago level. June 1-10 sales numbered 217,509 compared with 216,565 for the period in 1985.

General Motors reported sales of 128,977, down 0.48 percent from 129,594. Ford Motor Co. was off 5.22 percent, to 50,088 from 52,846. Chrysler Motors sales of 32,609 were up 15.70 percent from 28,184. American Motors was down 38.56 percent, to 1,450 from 2,360.

Honda was up 69.92 percent, to 3,135 from 1,845. Estimated Volkswagen sales of 1,000 were up 1.42 percent from 986, and estimated Nissan sales of 250 were off 66.67 percent from 750 a year earlier.

Year-to-date sales of 3,621,227 were off 6.05 percent from 3,854,298 in 1985.

PRODUCTION

Car output dips 2.75 pct.; week's total is 167,531

By Kathy Boyer
DETROIT REPORTER

Scheduled production of 167,531 cars in the U.S. last week dipped 2.75 percent from the previous week's 172,270.

The prior week's build marked the first time in nine weeks that the makers produced more than 170,000 cars.

Last week's output was 2.01 percent better than the year-ago week's 164,228.

So far this year, 3,902,804 cars have been assembled, 3.95 percent fewer than the 4,063,336 completed last year at this point.

Last week's scheduled output was divided as follows: General Motors, 53.48 percent; Ford Motor Co., 23.28 percent; Chrysler Motors, 15.94 percent; Honda of America Manufacturing Inc., 2.77 percent; New United Motor Manufacturing Inc., 2.15 percent; American Motors, 1.19 percent; and Volkswagen of America, 1.19 percent.

As previously reported, Nissan Motor Manufacturing Co.'s car line at its Smyrna, Tenn., plant remains down for model changeover.

Chrysler began production of its Plymouth Sundance and Dodge Shadow on June 9. The cars will be introduced as 1987 models.

GM's Van Nuys, Calif., plant, which assembles the Chevrolet Camaro and Pontiac Firebird, resumes production today (June 16).

The plant had been down for one week for inventory adjustment.

Neither GM nor Ford scheduled overtime Saturday (June 14).

Ford has slated daily overtime this week at all of its plants except Atlanta and Chicago.

Chrysler scheduled overtime at its Newark, Del., plant Saturday.

Newark and Chrysler's Belvidere, Ill., and St. Louis plants are slated for daily overtime this week.

Truck output pegged at 74,869

Targeted U.S. truck output of 74,869 units last week was 2.17 percent below the previous week's 76,530 but was 0.16 percent more than the year-ago week's 74,751.

Year-to-date, 1,701,428 trucks have been assembled, 4.07 percent more than the 1,634,858 built last year at this point.

General Motors scheduled no Saturday (June 14) overtime at any of its truck plants.

Ford Motor Co. slated Saturday overtime at its Twin Cities and Norfolk, Va., plants.

Daily overtime is scheduled for all Ford plants this week (June 16).

Saturday (June 21) overtime is slated at Ford's Louisville plant.

Canada again schedules 25,550

Production of 25,550 cars in Canada last week was 1.87 percent more than the previous week's 25,082 and 1.99 percent more than the year-ago week's 25,052.

Last week was the third consecutive week that the makers scheduled a 25,550-unit build.

So far this year, 541,282 cars have been assembled, 8.73 percent more than the 497,810 built last year at this point.

Canadian truck output of 19,167 units last week was 2.26 percent more than the previous week's 18,743 and 0.54 percent more than the year-ago week's 19,065.

Year-to-date, 438,691 trucks have been built, 2.98 percent more than the 426,014 assembled last year at this time.

CANADIAN CAR	Week Ended June 14, 1986	Week Ended June 15, 1985	Week Ended June 7, 1986	June to Date	Jan. 1 to June 15, 1985	Jan. 1 to June 14, 1986
AMERICAN MOTORS	0	0	0	0	5,092	2,405
FORD MOTOR	11,645	11,325	11,428	23,073	240,380	261,937
GENERAL MOTORS	13,680	13,703	13,429	27,109	247,187	271,839
VOLVO	225	24	225	450	5,151	5,101
Total Cars, Canada	25,550	25,052	25,082	50,632	497,810	541,282

U.S. TRUCK☆	Week Ended June 14, 1986	Week Ended June 15, 1985	Week Ended June 7, 1986	June to Date	Jan. 1 to June 15, 1985	Jan. 1 to June 14, 1986
CHEVROLET	22,284	25,485	22,362	44,646	558,094	577,115
DODGE	2,500	4,613	4,669	7,169	100,939	24,900
FORD	31,845	26,042	30,839	62,684	579,736	694,554
GMC	7,140	8,359	6,652	13,792	171,672	170,236
NAVISTAR	1,630	1,654	1,601	3,231	38,389	35,555
JEEP	3,300	4,319	3,487	6,787	94,362	88,443
NISSAN	2,820	2,490	4,570	8,390	47,964	56,653
AM GENERAL*	50	50	50	100	1,160	1,172
MISCELLANEOUS*	2,300	1,739	2,300	4,600	42,542	52,800
Total Trucks, U.S.	74,869	74,751	76,530	151,399	1,634,858	1,701,428

CANADIAN TRUCK	Week Ended June 14, 1986	Week Ended June 15, 1985	Week Ended June 7, 1986	June to Date	Jan. 1 to June 15, 1985	Jan. 1 to June 14, 1986
AMERICAN MOTORS	855	0	885	1,740	0	11,454
CHRYSLER	8,704	9,008	8,585	17,289	198,414	201,634
FORD	3,648	3,654	3,649	7,297	83,238	82,841
GENERAL MOTORS	5,760	6,133	5,442	11,202	138,569	138,070
NAVISTAR	200	270	182	382	5,793	4,692
Total Trucks, Canada	19,167	19,065	18,743	37,910	426,014	438,691
N. American Trucks	94,036	93,816	95,273	189,309	2,060,872	2,140,119

—Includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended June 14, 1986	Week Ended June 15, 1985	Week Ended June 7, 1986	June to Date	Jan. 1 to June 15, 1985	Jan. 1 to June 14, 1986
AMERICAN MOTORS	2,000	3,326	1,734	3,734	54,466	25,992
Renault Total	2,000	3,326	1,734	3,734	54,466	25,992
Alliance	1,700	2,056	1,633	3,333	33,433	22,876
Encore	300	1,270	101	401	21,033	3,116
CHRYSLER CORP.	26,700	29,744	29,519	56,219	660,103	655,170
Plymouth Total	9,000	7,956	9,330	18,330	191,265	193,773
Horizon	3,900	3,189	3,969	7,869	69,778	76,013
Reliant	3,900	3,465	3,800	7,700	85,615	84,050
Caravelle	800	960	917	1,717	26,589	25,344
Gran Fury	400	342	644	1,044	9,283	8,366
Chrysler Total	7,800	10,096	8,961	16,761	218,258	216,523
LeBaron	2,000	2,145	2,350	4,350	52,018	55,537
LeBaron GTS	1,500	2,720	1,695	3,195	47,766	30,817
Laser	700	1,428	782	1,482	27,103	23,837
New Yorker/E-Class	1,100	1,590	1,386	2,486	35,592	42,634
Fifth Avenue	2,500	2,213	2,748	5,248	55,777	63,698
Dodge Total	9,900	11,692	11,228	21,128	250,580	244,874
Omni	2,800	2,987	3,495	6,295	70,093	72,828
Aries	2,900	3,137	2,945	5,845	69,944	62,841
Daytona	1,000	1,201	1,172	2,172	24,167	25,261
Dodge 600	1,500	1,495	1,618	3,118	34,842	40,210
Lancer	800	1,856	930	1,730	34,539	26,844
Diplomat	900	1,016	1,068	1,968	16,995	16,890
FORD MOTOR	39,005	33,382	38,749	77,754	829,531	864,703
Ford Division	26,669	20,841	25,890	52,559	551,820	590,645
Escort	7,974	7,403	7,858	15,832	154,279	187,945
Mustang	3,594	3,698	3,843	7,437	87,553	93,437
LTD	0	2,997	0	0	111,899	0
Taurus	7,823	0	7,577	15,400	0	132,953
Thunderbird	2,950	2,733	2,447	5,397	96,283	78,863
Crown Victoria	0	0	0	0	7,122	0
EXP	0	0	0	0	3,838	0
Tempo	4,328	4,010	4,165	8,493	90,846	97,447
L-M Division	12,336	12,541	12,859	25,195	277,711	274,058
Mercury Total	8,648	9,008	9,213	17,861	199,486	187,476
Lynx	1,458	1,645	1,490	2,948	35,200	31,278
Capri	598	703	349	947	7,902	7,720
Marquis	0	2,113	0	0	56,327	0
Sable	2,295	0	2,492	4,787	0	59,931
Cougar	3,182	3,408	3,617	6,799	67,568	59,486
Grand Marquis	0	0	0	0	4,733	0
Topaz	1,115	1,139	1,265	2,380	27,758	29,061
Lincoln Total	3,688	3,533	3,646	7,334	78,223	86,582
Continental	410	499	407	817	13,533	9,772
Lincoln	2,768	2,651	2,734	5,502	56,041	64,945
Mark VII	510	383	505	1,015	8,649	11,865
GENERAL MOTORS	89,591	89,972	92,384	181,975	2,380,023	2,120,930
Buick Total	18,840	18,187	17,984	36,824	478,110	327,475
Skylark (X-car)	0	0	0	0	40,953	0
Skyhawk	1,895	2,970	1,858	3,753	52,703	41,862
Somerset/Skylark	3,065	437	2,698	5,763	58,222	50,625
Century	5,001	5,630	4,847	9,848	123,475	118,724
Regal	2,219	2,746	2,223	4,442	58,168	29,916
Wagon/LeSabre (rwd)	345	2,799	364	709	67,219	6,853
LeSabre	4,010	0	3,706	7,716	0	59,043
Riviera	740	1,566	718	1,458	31,904	11,690
Electra	1,565	2,039	1,570	3,135	45,466	48,762
Cadillac Total	8,405	6,879	8,672	17,077	176,882	159,691
Cimarron	640	546	645	1,285	13,817	13,064
Seville	670	693	643	1,313	18,986	9,911
Eldorado	670	1,360	646	1,316	35,563	11,350
Cadillac (rwd)	2,400	431	2,706	5,106	26,366	44,425
DeVille (fwd)	4,025	3,849	4,032	8,057	82,150	80,941
Chevrolet Total	23,818	31,051	26,115	49,933	819,961	667,411
Chevette	2,201	2,954	1,993	4,194	76,937	52,958
Cavalier	8,703	9,792	8,673	17,376	235,899	202,155
Celebrity	4,724	5,617	4,926	9,650	136,513	138,374
Camaro	1,730	5,160	4,144	5,874	112,414	97,816
Citation	0	0	0	0	28,697	0
Monte Carlo	2,170	2,187	2,186	4,356	72,615	54,532
Chevrolet	3,650	4,338	3,550	7,200	135,829	108,377
Corvette	640	1,003	643	1,283	21,057	13,199
Oldsmobile Total	21,983	21,094	20,949	42,932	592,464	528,413
Firenza	405	1,127	417	822	33,442	21,653
Cutlass Supreme	1,801	5,326	1,782	3,583	109,644	78,558
Cutlass Ciera	6,160	6,946	6,166	12,326	177,003	129,595
88 (rwd)	600	4,844	267	867	112,661	10,614
88 (fwd)	8,537	0	8,073	16,610	0	163,715
Olds 98	1,780	2,178	1,756	3,536	66,936	55,246
Calais	2,180	0	1,994	4,174	73,034	60,634
Toronado	520	673	494	1,014	19,744	8,398
Pontiac Total	16,545	12,761	18,664	35,209	312,606	397,940
Acadian**	0	264	595	595	6,532	8,963
2000 Sunbird	3,138	2,880	3,005	6,143	63,608	68,309
1000	1,119	808	1,085	2,204	14,517	15,757
Firebird	1,550	2,532	3,488	5,038	59,014	54,329
6000	3,255	1,342	3,157	6,412	21,695	72,704
Parisienne	945	1,696	894	1,839	34,056	35,499
Fiero	1,738	2,697	1,679	3,417	54,460	36,936
Grand Am	4,800	542	4,761	9,561	58,722	105,443
HONDA	4,635	3,057	4,250	8,885	75,775	88,319
NISSAN	0	1,214	0	0	7,283	21,517
NUMMI*	3,600	1,250	3,600	7,200	9,000	83,908
VOLKSWAGEN	2,000	2,283	2,034	4,034	47,155	42,265
Total Cars, U.S.	167,531	164,228	172,270	339,801	4,063,336	3,902,804
Total Cars, Canada	25,550	25,052	25,082	50,632	497,810	541,282
N. American Cars	193,181	189,280	197,352	390,433	4,561,146	4,444,086
N. American Trucks	94,036	93,816	95,273	189,309	2,060,872	2,140,119
North American Cars and Trucks	287,117	283,096	292,625	579,742	6,622,018	6,584,205

*—Revised estimate. **—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

Rockwell to upgrade plastic parts

TROY, Mich. — Rockwell International announced a multimillion-dollar capital spending plan for research and development of fiberglass reinforced plastic automotive body panels.

The program, aimed at reducing the manufacturing time for such panels and for other automotive parts involves:

1. Acquisition of a high-speed, electronically programmable press.

2. Development of a rapid-gelling fiberglass-reinforced sheet molding compound (SMC) for use in high-speed presses.

3. Refinement of mold-design methods.

Rockwell is the first independent automotive plastics supplier to order the new, rapid-acting press, which was designed by MTS Systems Inc., said Benjamin E. Ewing, director of sales and marketing for Rockwell's Plastic Products Businesses.

He said, "The rapid action and programmable controllability of the new high-speed press makes it feasible to use very rapid-gelling (SMC) formulations which would be much less practical using traditional presses."

Ewing said this year's R&D spending plan includes a powder mold-coating system believed to be the first such commercial installation in North America.

The program also includes a new computer-aided-design system to enhance the design service that Plastic Products offers its customers and a joint program with Rockwell's corporate Science Center, in Thousand Oaks, Calif., to develop improved adhesive bonding of SMC laminates.

John J. Sullivan, director of engineering and product development, Plastic Products Businesses, said the new press will be used exclusively in an accelerated-process R&D program.

Rockwell, he said, has targeted a 30-percent reduction in processing time, which would make reinforced plastic parts cost-competitive with alternative materials at much higher volumes than those currently practical.

"We anticipate being able to make production of SMC parts cost-competitive at volumes of 200,000 to 250,000 units, considerably increased from today's 150,000 parts," Sullivan said.

"The main thing deterring wider application of reinforced plastic parts is the fact that many of the comparable steel products gain a price advantage when production runs exceed approximately 150,000 units," Sullivan said.

"The steps we are taking will largely remove this deterrent."

The new, rapid-acting press features a double-action platen, in which both halves of the platen open with a combined upward and downward stroke rather than the single downward stroke of conventional presses. The platens are electronically controlled on six angles of motion.

Rockwell said its Centralia, Ill., compounding and processing plant has one of the largest SMC press capacities in the world, with 30 major production presses, 22 of which are rated at 1,000 tons or more.